

Guo Yulei

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EDUCATION

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| School of Business Administration Delaware State University <i>Master in Business Administration, May 2014</i> | Dover, DE |
| School of Management Minzu University of China <i>Bachelor of Management, July 2010</i> | Beijing, CN |

EXPERIENCE

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| 2013-2014 | SONIC EXPRESS, INC. <i>Packing services</i> <i>Packing worker</i> <ul style="list-style-type: none">● Pack American goods into boxes then ship them to China.● Meet the needs of customers, discuss the details with them.● Load packed stuff on truck.● After-sales service, (e.g. Tracking packages, Returning)● Close 30+ deals per day | Newark, DE |
| 2011-2012 | CHINA RAILWAY PUBLISHING HOUSE, INC. <i>Editing department</i> <i>Text editor</i> <ul style="list-style-type: none">● Correct mistakes in drafts of book.● Discuss details of typesetting, printing and selling with writers and colleagues.● Trained by editor-in-chief.● Finished 5 books as a text editor. | Beijing, CN |
| 2010-2011 | CITIC-PRUDENTIAL LIFE INSURANCE COMPANY Ltd. <i>Sales department</i> <i>Sales man</i> <ul style="list-style-type: none">● Made phone call to potential customers, 100+ calls per day.● Managed client relationship by texting and calling.● Introduced productions to potential customers, explain in details.● Advertised on main streets by using leaflets. | Beijing, CN |

INTERESTS

Soccer, second place in college competition; Pool; History