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OBJECTIVE

To obtain a position in business related to sales.

EDUCATION

Master in Business Administration	July, 2015 (Anticipated)
University of Dubuque	Dubuque, Iowa
GPA 3.66/4.0	

CAREER RELATED EXPERIENCE

Sales Manager - Tianjin West Garments Co., LTD July 2010—July 2014

- Represented the company and interacted with eight potential clients at trade shows and exhibitions
- Built and maintained long term, collaborative business relationships to strengthen sales, increase market awareness, and boost employee morale
- Identified resource requirements and market opportunities
- Assigned responsibilities to five members of sales staff through proper coordination
- Maximized sales performance through delivering an exceptional customer experience, people management and cost control

Sales Representative Internship - Tianjin West Garments Co.,LTD June 2009—June 2010

- Focused on sales efforts by studying existing and potential volume of clients.
- Adjusted content of sales presentations by studying the type of sales outlet and trade factor.

Sales Representative Internship - Greens Futures February 2009 - May 2009

CAMPUS/COMMUNITY INVOLVEMENT

- | | |
|-----------------------------------|-------------------------|
| • Dubuque Regional Humane Society | September 2014-Current |
| • University of Dubuque cafeteria | September 2014- Current |

SUMMARY OF COMPUTER SKILLS

Proficient in Microsoft Office

Proficient in Word Press

Studying SAS, SQL

LANGUAGES

Mandarin (Native)

English (Fluent)

QUALIFICATIONS

- Acquired Futures practitioner credentials by CFA, China
- Familiar with Chinese market and sensitive with the market news
- Highly organized and efficient
- Reliable, responsible and highly productive both individually and as part of a team
- Able to work in high-stress environment and make complex decisions