

(Laura) Guannan Liu

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PROFESSIONAL SUMMARY

- Action-oriented with strong ability to communicate effectively with technology, executive, and business audiences.
- Dependable commercial manager bringing management experience and a willingness to take on added responsibility to meet tight deadlines. Enthusiastic team player with a strong work ethic and advanced complex problem solving skills.
- In charge of different countries projects and travelled many countries to get familiar with different cultures and communicate skills.

SKILLS

- Exceptional interpersonal communication
- Efficient multi-tasker
- Project management
- Product development
- Conflict resolution
- Organized
- Negotiation skills
- Needs assessments
- Event management
- Social networking design/management
- Customer targeting

WORK HISTORY

2006.7-2013.4 Zhongye Changtian International Engineering Co, Ltd Overseas department Commercial manager

- Commercial management to signature the contract, organize the business activity during the bidding and negotiation phase.
- Find new projects information and create the way to obtain new projects, follow the whole process until signature.
- Estimate project risk and bidding strategy.
- Communicate between different department engineers and the represent of the customs, help them to solve with all kinds of troubles and doubts.
- Organize the technical communication and participate in the commercial negotiation.
- Analysis the contract terms and payment terms.
- In charge of more than ten projects bidding around the world, including Brazil, Australia, South Africa, India, Canada, Korea, Ukraine and Argentina etc..
- In charge of the FORMOSA HA-THIN steel corporation Sinter plant project commercial part, including edit contracts and attachments, contract and price negotiation, as a bridge to communicate between Formosa and our engineers, organize the visiting and meeting, sign the contact with Formosa corporation over 0.1 billion.

EDUCATION

INSTITUTION AND LOCATION	DEGREE	From MM/YY to MM/YY	FIELD OF STUDY
Central South University, China	Master	09/2009 to 12/2012	MBA
Wuhan University of Science and Technology, China	Bachelor	09/2002 to 06/2006	International business and trade