**Qingwei Zhang**

**Profile**

An energetic bilingual **New Graduate Medical Radiation Technologist** skilled in patient care Sound applied clinical skills in producing quality, diagnostic radiographs, while providing outstanding patient care, using the ALARA principle Experienced in private companies, medical and academic milieus

**Educational Background**

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| Master’s Degree in Applied Science in Electrical and Computer Engineering | University of Ottawa, Ottawa, ONKey Courses: Registered licensed Medical Radiation Technologist status  Applied Anatomy and Physiology, Communications, Health Ethics, Medical Radiation Sciences, Radiological Imaging Principles, Radiological Protocols, Image Processing and Management, Radiation Biology and Protection, Pathology, Patient Management Protocols, Quality Control for General Radiography, Adaptive and Applied Radiological Protocols, Professional Practice and Legislation, Computed Tomography, Contract Media Agents and Intravenous Injection Skills |

**Applied Experience**

**Financial Analyst**

* Passed Chartered Financial Analyst (CFA) Level 1.
* Dedicated to using interdisciplinary talent of mathematics, finance and computer skills.
* Chinese Financial Analyst license.
* Chinese Mutual Fund Practitioner license
* Chinese General Securities Practitioner license.
* Fluent oral and written communication skills in English, basic knowledge of French and Japanese; native speaker of Cantonese and Mandarin.

**Environment:** Linux, C, Python

Professional Experience

Reference # 1

Go Local Directory, Ottawa, ON

Sept 2010 - Nov 2014

**Account Executive**

* Sales and marketing and advertising, plan organize direct control and evaluate activities of established accounts and develop new business opportunities
* Maintained accurate records of all sales and prospecting activities including sales calls, presentations and closed sales
* Successfully developed new business through cold calling, referrals and networking.
* Made recommendations to prospects and clients of the various solutions the company offers.
* Manage multiple projects from conception to completion managed budgets and implementing the go to market plan and process to completion.
* Analyzed and researched project opportunities and viability of success to meet margins of profitability.
* Identify existing and new prospects to increase sales of the company in web design and Internet advertising services.
* Internet Sales and marketing developed and presented design concepts for clients for their advertising needs.
* Maintain knowledge of the company's offerings and programs to ensure customer accessibility.
* Made recommendations to prospects and clients of the various solutions and company offers.
* Maintain accurate records of all budgets for client’s projects and programs and changes.
* Worked with all levels of industry from private, corporate and non-profited organization.
* Cross Branding products and services of the company and leveraging multiple mediums based on needs.
* Knowledge of the graphics, printing and digital on-line services.
* Team building skills and support and mentoring and supervising training of teams.
* Successfully developed new territory and exceeded sales goals.
* Earned recognition for Top Sales Performance, two years consecutively.
* Closing ratio of 60 % to 70 % of all new customers and retained 95% of existing accounts after year one.
* Exceeded new business quota by 110%.

**Environment:** MS Office, Word, PowerPoint, Excel, Photoshop, Smart phone, electronic mail, CRM programs, Sales Force

#### Skills and Attributes

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| **Medical Radiation Competencies** | Medical Radiation Sciences, Radiological Imaging Principles, Radiological Protocols, Image Processing and Management, Radiation Biology and Protection, Pathology, Patient Management Protocols, Quality Control for General Radiography, Adaptive and Applied Radiological Protocols, Professional Practice and Legislation, Computed Tomography, Contract Media Agents and Intravenous Injection Skills |
| **Radiation Tools** | Points Solar Radiation tool, Geiger Mueller (GM) Detectors with Pancake Probes, Alpha Radiation Survey Meter, Dose Rate Meter, Newer Radiation Detection Devices, Personal Dosimeters, Portal Monitors |
| **Functional Training** | Nonviolent Crisis Intervention training program  CPR and first aid certificate  Smart Serve certificate  WHIMIS certificate  Valid class G license |
| **Groups and Memberships** | Member of CMRTO |
| **Job Requirements** | Tuberculosis skin test – negative  Influenza vaccine |
| **Office Tools** | MSOffice, Vista, Excel, Word, MSOutlook, Netscape, Internet Explorer, MS PowerPoint |
| **Security Clearance** | Reliability in progress and Secret level II security clearance in progress |
| **Language Skills** | English, French |