

Jianghong Yue

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PERSONAL PROFILE

I started off my career as client service in bank. The role has always kept me on feet and this role challenged me on a daily basis. This experience has help me acquire great customer service skill.as different customer had different needs and problems. I have worked as sales representative then I was promoted to regional Manager at CHINA RESOURCES GROUP BEIJING SAIKE Beijing of China PHARMCEUTICAL COMPANY LIMITEDED I was charge of TIANJING market including Regional Development and sales, government maintenance, recruitment and management, budget, and Development Plan. Relationship with clients and marketing research. I learned a lot from this experience, and I learned management skills that helped me to be more empathetic. Learned to listen to others' ideas and feedback. More understanding others. That it's a great career and opening up more potential. Since 2013-2017. I have worked as General Manager at TIANJIN SHENGSHI TIANTAI MEDICAL Tianjin of China EQUIPMENT COMPANY LIMITED. I founded my own company, and my responsibility is to develop the company's strategy and plan, lead the team to achieve the goals and get profits.

I have extensive sales experience and I am good at grasping business opportunities. I am very fond of and good at sales. I'd like to start from scratch. I am looking for to further my skill and I can in turn add great value to your company. I am known as a highly reliable and determined person and I am able to take a challenge and adapt quickly.

EDUCATION

Diploma OF BUSINESS
2021

MAY 2020- APR

ICL GRADUATE BUSINESS SCHOOL(NZ)

Major – international business innovation

Executive Master
2013

SEP 2010- JUN

UNITED BUSINESS INSTITUTES

Major - Business Administration

PROFESSIONAL EXPERIENCE

General Manager

Sep 2013-Apr 2019

SHENGSHI TIANTAI MEDICAL Tianjin of China EQUIPMENT COMPANY LIMITED | CHINA

Job description

- ◇ Develop marketing strategy and plan
- ◇ Market research and product selection
- ◇ Maintain the relationship between the government and its partners
- ◇ Recruit and lead teams to achieve goals and generate revenue

regional Manager

Jul 2006- Mar 2013

CHINA RESOURCES GROUP BEIJING SAIKE Beijing of China
PHARMACEUTICAL COMPANY LIMITED I was charge of TIANJING | CHINA

Job description

- ◇ established a successful marketing and marketing team from scratch
- ◇ Provided strategic direction and leadership to team of sales representatives. Developed and executed strategies that focused on client requirements and maximized sales. Implement the company's marketing plan
- ◇ Developed business plans, and participated in contract review, managed the budget and contributed to overall expansion of the customer base while maintaining existing customer relationships.
- ◇ Assisted in contract negotiations with hospitals, conducted business reviews and produced monthly sales performance reports
- ◇ Coordinate government relations

Staff (account Manager)

Mar 1993- May 2005

CHINA CONSTRUCTION BANK, HEBEI PROVINCE BRANCH | CHINA

Job description

- ◇ Maintenance of corporate and commercial customers
- ◇ To complete deposit and loan businesses in accordance
- ◇ To provide reasonable advice to customers

REFEREES

Miya: My friend She works at Auckland Grammar School (NZ)

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