

# Qian Zhang

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**My previous bachelor background has given me a good understanding of science. Furthermore, my previous work experience has strengthened my practical skills. What I am studying is exactly what I want to move on to. I am a professional and passionate teamworker as well as a self-motivating person who loves process planning and business development.**

## Education

**Aarhus University AU Herning** 2017-Present

MSc Technology based business development

*Management Of Technology, Organizational Design and Human Resource Analytics, Research Design in Engineering, Technology Business Model Innovation, Optimization of Engineering Processes using Numerical Approaches*

*Academic focus: business development, supply chain management, process optimizing.*

**Danish language School** 2015-Present

PD3 Danish learning

*Listening, Writing, Reading, Oral.*

**Jilin Engineering University** 2004-2008

BSc Food Science and Engineering

*Chemistry, Biochemistry, Food science, Dairy Food Processing Technology, Principles of Food Engineering, Food analysis.*

*Academic focus: nutritious food research and development*

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## Work Experience

Business developer at Qingdao Qingte Property Development Company 2012 - 2015

*Responsibilities: Managing project's sales operations, achieving the typical goals of profit, marketing planning, strategic planning, recruiting sales staff.*

*Outcome: Successfully established collaboration with two large-scale companies, resulting in a sales increase by 50% in two consecutive years. Developed a number of value added agents and established several strong long-term customer channels.*

Secretary and purchasing assistant at Qingdao Kangda Import and Export Company 2009 - 2011

*Responsibilities: Purchasing, including daily material delivery follow-up.*

*Outcome: Helped optimising the purchasing process, improved the procurement efficiency.*

Internship at Qingdao Kangda Import and Export Company 2007-2008

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# Skills and languages

MS office: Word, Excel, PivotTable, Power Point, Photoshop

Mandarin	Native
English	Expert
Danish	Intermediate