






He Yiming (He Cristiano)

Application Position : Coordinator for YP Network

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Education

2016.09-2020.06 HEILONGJIANG UNIVERSITY OF SCIENCE AND TECHNOLOGY (CHINA)
BACHEROR DEGREE IN FINANCE

2019.01-2019.04 UNIVERSITÀ PER STRANIERI DI SIENA (ITALY)
ITALIAN LANGUAGE COURSE

(1) Language certification: English CET4 (B1) and CET6 (B1.2)

Italian CILS (B1), Roma 3 (B1)

Experience

2017.06-2017.07 CHINA GUANGFA BANK PERSONAL BANKING STAFF

1. Assistant for business liaison with commercial banks and other financial institutions.
2. Develop and cooperation for business and commercial negotiations with banks.
3. In-depth mining of cooperation resources with various financial institutions, timely tracking of market changes, collecting information from the same industry, providing it to decision-makers for reference, and adjusting marketing strategies.

2018.07-2019.06 HONGKONG CONVOY FINANCIAL GROUP SENIOR ADVISER

1. Assist investors in financial planning such as savings, retirement funds, critical illness protection, etc.
2. Help investors in mutual fund distribution, fund portfolio management, investment-linked insurance portfolio management, etc to manage assets.
3. Help investors on overseas real estate, land investment, legal and taxation, lease management and immigration matters, give them advice on diversifying fixed asset portfolios.

2019.11-2020.03 GUANGDONG GALANZ Co.,Ltd. FOREIGN TRADE CLERK

1. Maintain foreign trade customer resources and follow up on customer orders related matters
2. Assist on develop of new projects in overseas markets and research of new customers

2020.06-NOW Guangdong New Energy Technology Development Co.,Ltd.
Assistant of EU and USA market & Director of Italian market

1. Maintain foreign trade customer resources and follow up on customer orders related matters
2. Develop of new projects in overseas markets and research of new customers
3. Responsible of management of Italian market: development new customers, responsible for the establishment of an operating centre of Guangdong New Energy in Milan, promotion of New Energy Brand in Italy by underlying the points of strength of the Green Economy

Skills

1. Good sense of public relations, able to communicate, plan and organize activities.
2. Good sense of responsibility and hard-working, development of organization and management skills, willing to face challenges. When I was in college, I was in charge of the External Relations Department for the Swimming Association, responsible for all sponsorship projects.
3. Good self-learning ability: I think that life-long learning is important, and I like make study plans to always improve myself. Because I wanted to work with international colleagues, I used to study English and Italian during the weekends while I was at university.
4. I love innovation. At the university, I have set up with some friends a tutoring information platform f for college students to provide them a place to confront and to have access to realiable tutoring resources.

PRIZES&ACTIVITIES

AT UNIVERSITY:

1. I was in charge of the External Relations Department for the Swimming Association of Heilongjiang University of Science and Technology. I was responsible for all sponsorship projects.
2. I was the minister of the Outreach Department in Economic Institute of Heilongjiang University of Science and Technology. I was responsible for sponsorship projects.
3. I was the minister of the Outreach Department in Heilongjiang University of Science and Technology. I was responsible for sponsorship projects.

AT JOB:

1. I have been awarded the Fast in time award by the CEO of Hong Kong Convoy Financial Group.
2. On August 22, 2020, on behalf of the company, I attended the "International Vision Conference" organized by the Shunde government of Foshan City, where dozens of world-renowned designers, technology R&D experts, and more than 200 foreign trade company executives and industry elites participated In the "Industrial Design" event. I have communicated in English and Italian with designers and experts from Italy, Turkey and other countries. A picture of the event where I was talking with foreign friends were honored by the well-known newspaper "Pearl River Business Daily" in the Pearl River Delta region.
3. I was the sole host of the company' s Italian session at the China Import and Export Fair on October 17, 2020. I communicated in Italian and English with dozens of customers online, both with single host for 15 minutes and group session for 45 minutes.