

Xiaowei Zhu

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PROFILE

- Master of Information Technology – final year at UNSW with a Distinction average.
- 1 year experience in Cloud Consulting and 3 years experience in technical sales.
- **Founder of UNSW Cloud Society, organising and hosting Cloud Computing events for the student community. Collaborated with AWS, Microsoft, Huawei etc.**
- Self-motivated spirit and effective communication skills reflected through experience in sales and management.
- Strong project management ability applied through managing many million-dollar projects like Alstom, Bayer, China Telecom.
- Leadership ability as demonstrated through overseeing UNSW Cloud Society operation and co-founding startup project Peernote.
- Placed third in Facebook Sydney Hackathon 2019 and second in UNSW Founder EduTech Hackathon 2019.

EDUCATION

Master of Information Technology

UNSW Sydney

- Achieved a Distinction average in Information Technology subjects
- Coding Skills: Python(grade:82/100), C, Database SQL(83/100), Shell, Perl, JavaScript, Networking(84/100),IOT(82/100),please refer my transcript for more details

Bachelor of Power Engineering

Changzhou University

- Achieved a Distinction average in Engineering major

WORKING EXPERIENCE

Senior Sales Manager

April 2017 – March 2018

Mei Tuan Dian Ping

- Responsible for sales of Cloud Platform Products for the Chinese market. Hit sale target of over 8 million sales in one year.
- Drove revenue and market share for existing customers and managed over 30 enterprise customers.
- Developed and executed against a comprehensive customer success plan including product introduction, consultation, contract negotiations and customer relationship maintenance.
- Developed new customers and long-term strategic relationships with clients such as BingobBox, Lvmama trip, and China Telecom.
- Served as Secretary for the Chief Technology Officer Leadership Summit 2017 and 2018.

Key Project Manager

October 2015 – April 2017

HILTI China

- Conducted sales of petrochemical and power industry products in Central and East China.
- Served as the youngest sales manager in HILTI for the duration of occupation and was the second highest-performing salesperson in 2016.
- In charge of co-operation with international customers (including Alstom, BASF, Bayer, Technip, Air-Product, Shell), and hit 150% of annual sales target. This contributed to achieving a 200% increase in maintenance customer business.
- Oversaw the communication and delegation of international projects with our overseas team, and successfully signed a project in Malaysia.
- Organised and utilised marketing analysis to achieve sales outcomes with available internal resources.

Equipment Engineer

July 2012 – August 2014

Sinopec

- Participant in manager rotation training for one year at the Sinopec Shanghai Branch (Including Engineering Department, Refining Department, Chemical Department, Power Department, and Marketing Department).
- Achieved outstanding performance during the manager rotation training; Remained the youngest employee in the Sinopec Shanghai branch.
- Responsible for maintaining devices such as generators, turbines, pumps, pressure vessels and thermal transducers in my roles as the equipment engineer in the Power Department.

ADDITIONAL WORK EXPERIENCE

Research Assistant

UNSW Sydney Electrical Engineering School

Sep 2018 - Now

- Lead students from Electrical Engineering School and Computer Science School to create a UNSW internal cloud platform which is used for UNSW IOT and signal communication test.
- This project included infrastructure As A Service (IAAS, optical and ethernet telecommunication), Platform As A Service (PAAS, virtualizing physical machine based on the networking)

EXTRACURRICULAR ACTIVITIES

President

UNSW CLOUD Society

www.unswcloud.club

- Collaborate with five- society core members. Organized and promoted 5 events with over 300 guests in one year.
- Cooperate with corporate partners such as Amazon AWS, Microsoft, Huawei, Baidu, IDP etc.

Co-founder

USYD CLOUD Society

- Successfully recruited core members from the University of Sydney and supported them to create the USYD Cloud Society.
- Lead the whole team to create an efficient society operation strategy by sharing experience from UNSW Cloud Society.
- Combine resources between UNSW CLOUD Society and USYD CLOUD Society to continue delivering cloud computing knowledge and industry experiences.

Co-founder

Peernote online translation project

- Collaborated with 3 members to create an online Chinese-English translation based on context application
- Placed second in UNSW Founders EduTech Hackathon
- Placed third at Facebook Australia Hackathon (25 teams and over 100 participant)
- Participated in Youth-Shanghai International Digital Creation, Innovation & Entrepreneurship Competition Business Group Roadshow

TECHNICAL SKILLS

- Microsoft Office suit (Word, Excel, PowerPoint) – utilised in sales and product introductions.
- Adobe (Photoshop, After Effect, Premiere) – edited commercial promotion video for several companies.
- Python, SQL, Database, C, Shell, Perl, JavaScript, Networking, Cloud Computing - 80 grade average in these courses.
- Cloud Computing - 1 year working experience in this field. Completed Salesforce Cloud and Azure training.

REFERENCE

Fuqiang Li
Sales Director
MeituanDianPing

Professor Peng
Electrial Engineering professor
UNSW Sydney

Contact details available upon request