

# 贺子玲

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## 个人优势

3+年智能机器人方案经理。驻荷兰1年,已成交项目总金额近6千万人民币,负责项目遍布荷兰,比利时,德国,西班牙,法国等地。为智能化业内龙头提供技术咨询并维护供应商合作体系,深入解析竞争对手产品优势和专业细分领域。帮助团队落地交付第一个欧洲项目,该项目所属客户已与公司签订全球合作协议,该项目解决方案荣获专利。在职两年内从方案工程师晋升为方案经理

## 教育背景

澳大利亚国立大学 金融硕士 澳大利亚 2018.07 - 2020.12

- GPA: 3.8 / 4.0、澳大利亚国立大学商学院研究生特等奖学金
- 相关课程: 应用线性回归, 统计学, 估值与商业建模, 会计学, 投资学, 经济学, 衍生品

中国矿业大学 安全工程学士 江苏 2014.09 - 2018.06

- GPA: 3.6 / 4.0、中国矿业大学校级一等奖学金
- 相关课程: 计算机科学, 机械设计, 电工与电子技术, 概率论与数理统计, 微积分, 线性代数, 工程力学

## 工作经历

深圳佑驾创新科技股份有限公司 售前技术经理 深圳 2023.12 - 至今

- 产品研发支持: 软件功能定义, 跟进大模型在产品中的运用场景, 掌握计算机视觉在多模态交互, 健康监测中的核心作用, 分析客户反馈, 优化产品逻辑
- 售前技术主导: 主导项目的售前技术交流, 掌握市场动态和发展走向, 了解客户的产品发展路线和规模效益, 提供软硬件技术方案, 协调研发部门的资源投入

深圳海柔创新科技有限公司 方案经理 深圳/荷兰 2021.05 - 2023.11

- 产品标准化: 为研发产品的标准化进程提供前端资讯, 结合用户诉求、竞品比对、供应商特性, 成本控制和投资回报率等全产业链信息, 关注产品开发流程和生命周期, 推进产品标准化流程
- 渠道商咨询: 与业内渠道商保持软硬件技术合作, 提供咨询服务并定期开展技术培训, 平均一月一场; 培训内容包括机器人硬件特性介绍, 软件功能交流, 市场占有率趋势和竞品比对, 人工智能方案设计指标和落地案例解析
- 项目技术主导: 全面掌握客户需求, 主导整体方案设计, 刻画投标对手优劣分析, 与产研部门合作评估产品可行性, 通过数据分析, CAD 绘图, 模拟仿真为客户定制解决方案, 跟进市场趋势, 与销售共同推动合同签署, 协助采购部门以技术为导向筛选供应商, 审核合同技术协议, 参与项目落地验收

联想创投集团 实习行业研究员 2020.03 - 2020.06

- 科技行业研究: 调查科技行业的发展趋势, 挖掘相关领域的创新峰点; 查阅近5年科技行业的投资项目, 研究投资者报告, 结合当下疫情和国内外市场反应, 运用波特五力等模型预测行业未来的市场空间、技术趋势以及发展战略, 通过 PPT 汇报研究成果并通过投资总监考核

## 项目经历

荷兰 3C 智能项目 方案工程师 深圳/荷兰 2021.11 - 2022.07

- 概述: 该项目所属客户为全球著名汽车配件供应商, 项目所在地荷兰, 金额约 900 万人民币
  - 难点: 项目启动时团队尚不具备欧洲本土化能力, 流程和管理均不明确, 且首次启用欧洲本土供应商, 面临欧洲当地的法规限制; 项目推进中的商务沟通, 方案设计, 采购, 第三方机构抽检, 合同签署, 项目管理, 均处于摸索阶段
  - 职责: 分析市场供需和偏好, 定制合理的项目技术阶段指标; 把关硬件和软件定制需求, 协同供应商和内部产研部门沟通产品细节; 评估项目投资回报率, 评估项目验收条件和审查指标; 保持紧密客户合作
- 成果:
  - 成交金额 900 万人民币
  - 该项目解决方案荣获专利
  - 客户再次合作二期项目, 金额 1300 万人民币

## 个人信息

- 外语: 英语(精通工作), 日语(日常交流)
- 兴趣: 拳击, 游泳, 射箭
- 其他: 通过 CFA(国际特许金融分析师) I 级

# Ziling He

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## Personal Highlights

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Intelligent hardware solution specialist. Experienced 3 years in which based in the Netherlands for 1 year, I worked with European clients and have signed projects with a total value of 60+ million. With full competitor analysis, I got a solid understanding on products from top players. Keeping close contact with key account clients, I developed a strong relationship with top-tier collaborators. Successfully delivered the first European project as a team leader.

## Education

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**Australian National University** **Australia** Jul. 2018 – Dec. 2020

Master of Finance

- GPA: 3.8 / 4.0, ANU College of Business and Economics International Graduate Scholarship
- Coursework: R Statistics, Business Analysis, Evaluation and Modelling, Accountancy, Investments, Economics

**China University of Mining and Technology** **China** Sep. 2014 – Jun. 2018

Bachelor of Safety Engineering

- GPA: 3.6/ 4.0, CUMT University the First-class Scholarship
- Coursework: Computer Science, Machine Design, Electronic, Statistics, Linear Algebra, Engineering Mechanics

## Working Experience

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**Youjia Innovation Co., Ltd.** **Technical Manager** **Shenzhen** Dec. 2023 – Present

- **Product development support:** defined software functioning, understood the computer vision in multi-interactions and vital signs detection, analyse clients' requirements and optimize products strength
- **Project technology leader:** caught the market dynamic status and growing trend, understood clients' product road-map and economic scale, provided the hardware and software solution report

**Hairobotics Co., Ltd.** **Solution Manager** **China/Netherlands** May. 2021 – Nov. 2023

- **Product Standardization:** combing with customers' requests, technical comparisons, competitor analysis, cost and investment, I concentrated on the product development procedure to keep up with the market trend
- **Channels consultancy:** performed as a consultant and provided technical training sessions for clients once a month; the training highlighted the hardware and software functioning, market sharing and competitor analysis
- **Project Technology leader:** fully comprehended client requests, drew competitors Pros and Cons, evaluated the product feasibilities; led integrated solution designing by data analysis, led the technical contract

## Project Experience

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**Netherlands AI warehousing** **Solution Engineer** **China/Netherlands** Nov. 2021 – Jul. 2022

- **Overview:** to provide an artificial intelligence warehousing
  - 1) **Pain:** as standing in the infancy stage of the Europe team, the lack of company experience and management caused great barriers. This project was a Zero-to-One phase.
  - 2) **Resolution:** led the project at every milestone, verified client's adaptable growth expectations, evaluated hardware and software functions, created the acceptance test, leveraged external and internal materials and accordingly provided the turn-key solution
- **Achievements:**
  - 1) Project signed with a value of 9 million
  - 2) Achieved patent
  - 3) Collaborated with the client again, project value 13 million

## Extra information

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- **Language:** English, Japanese
- **Interests:** boxing, swimming, archery
- **Others:** Passed CFA I