

Zining Wu (Steven Wu)

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Work Experience

Major Account Manager

05/2022 - 01/2024

Merck Life Science, China

- Achieve financial target and objectives in GBA assigned accounts
- Expand the market share in assigned territory and accounts by deepening customers' needs and competition conversion and new business development
- Collect, understand and support customer's applications with the help with other team members
- Collect market competition dynamics
- Build strong relationship with the key accounts with good representative of the company
- Work closely with other team members as an active team player

Digital Sales

01/2022 - 05/2022

Merck Life Science, China

- Potential customer data collecting and analysis
- Silent customer awakening
- Customer referral program

Intern Analyst

03/2021 - 05/2021

Deloitte, China

- Preliminary research Arla Foods
- Preliminary research Airstar Bank

Intern Analyst

07/2019 - 08/2019

PwC, China

- Participating in the restructure project for a Hi-tech company
 - Project overview
 - Project implementation
 - Project summary

Education

Postgraduate (MSc. Analytical Science and Instrumentation)

09/2020 - 09/2021

University of Warwick (UK) - Distinction Degree

Undergraduate (BSc. Chemistry)

09/2017 - 06/2020

University of Warwick (UK) - Upper 2nd Degree

IT & Language Skills

- Microsoft office
- Native Chinese Speaker (Mandarin & Cantonese)
- English (Fluent)

Summary

An energetic and enthusiastic young man with both Master and Bachelor's degree in Chemistry at University of Warwick. Currently working at Merck Life Science as an account manager. Able to work independently with high sense of responsibility and organisational capabilities. Looking for new challenges and opportunities to develop potentiality.

吴子宁

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工作 / 实习经验

大客户经理 05/2022 - 01/2024

默克生命科学

- 负责广州 深圳和香港地区的学院 医院 政府机构的试剂耗材的直销业务, 年体量7,000K
- 曾为香港中文大学深圳校区的新建实验室提供了及时的试剂耗材解决方案, 并拿到50K的订单
- 通过新媒体的方式推广了默克的产品, 收获了所负责区域90%的客户的播放量, 并收获大量该产品的订单
- 收集市场竞争动态
- 作为公司的代表, 维护和重点客户的关系
- 季度业务总结

线上销售 01/2022 - 05/2022

默克生命科学

- 潜在客户数据收集和分析
- 负责沉默客户的激活
- 负责老客户推荐新客户活动的信息收集, 协助优化活动流程

实习分析师 03/2021 - 05/2021

北京德勤 (DTT)

- 参与以下报告资料收集:
 - 爱氏晨曦 (Arla Food) 市场调研
 - 小米旗下天星数科和天星银行关系报告

实习分析师 07/2019 - 09/2019

上海普华永道 (PwC)

- 参与某高科技公司组织架构优化草案形成
 - 项目概述
 - 项目实施
 - 项目总结

教育背景

硕士 (MSc. Analytical Science and Instrumentation — 分析科学与仪器) 09/2020 - 09/2021

英国华威大学 (获一等荣誉学位)

学士 (BSc. Chemistry — 化学) 09/2017 - 06/2020

英国华威大学 (获二等荣誉学位)

电脑及语言能力

Microsoft Office办公软件

普通话、粤语、英语