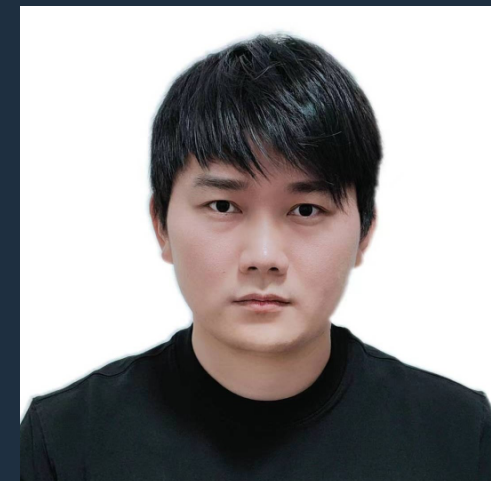


Vector Ren

Tel: +86 13100667203 | Email: vectorleave@gmail.com

Shanghai

Nationality: China | Marital Status: Unmarried | Religion: N/M | Birthday:
Feb 10th, 1996



Education

BACHELOR DEGREE

09/2014 - 06/2018

WUHAN TEXTILE UNIVERSITY

MAJOR: CHEMICAL AND CHEMISTRY

AWARD

Best graduate in Chemistry Academy

Work Experience

ECHEMI GLOBAL

12/2022 - Nowadays

NORTH AMERICA REGIONAL SALES DIRECTOR

MAIN JOB

1. Customers collection via linkedin, exhibition list, Importation list and other channel
2. Key account management with new project development
3. Business risk avoidance including customers qualification checking, reliance report checking, Sinosure application and overdue management
4. Short-saling and long-saling according to the market tendency
5. Market development strategy draft and execution
6. Local sales recruitment and management

ACHIEVEMENT

1. Triple the sales revenue
2. Double the gross margin rate
3. No.1 growth on both revenue and gross margin rate in chemical BU
4. The best employee of the year

ECHEMI GLOBAL

06/2022 - 12/2022

AFRICA MARKET BUSINESS DIRECTOR

MAIN JOB

1. Customers collection via linkedin, exhibition list, Importation list and other channel
2. New project development
3. Business risk avoidance including customers qualification checking, reliance report checking,

Sinosure application and overdue management

4. Short-selling and long-selling according to the market tendency
5. Market development strategy draft and execution
6. Local sales recruitment and management

ACHIEVEMENT

1. 170+ potential customers collected
2. 30+ customers accept trial order
3. 5 new customer become our long-term partner
4. Market breakthrough from 0 to 1(Proved African market is valuable for ECHEMI)

JIAHUA CHEMICAL (SHANGHAI) LTD.

06/2018 - 05/2022

SALES ENGINEER → SALES DIRECTOR (MIDDLE EAST)

MAIN JOB:

1. Management of Iran market before and after economic sanction by USA
2. Recruitment of sales engineer in Turkey, Dubai, Saudi Arabia and other countries
3. Training for customers and sales engineers
4. Market strategy draft for long-term development
5. Overdue collection, business risk-management and customers' visit

ACHIEVEMENT:

1. 20% growth in average per year during Iranian market
2. New shipping and payment receiving plan creation under USA sanction
3. 2000MT+ PU exportation per year
4. 5 new sales engineers recruitment in Middle east area
5. 8 new market exploration with local sales