

Resume

I. Personal Particulars

Name Zonglyu LU
Jessie LU
Nationality China
Gender Female
Date of Birth Jan 26th, 1982
Marital Status Married
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II. Training & Education

From When to When	Name of School	Major	Degree/Certificate
Mar. 2011- Apr. 2015	Shanghai Maritime University	Logistics Engineering	Master's Degree
Nov. 2011-Apr. 2013	China Merchants Port Holdings	Training Program for Overseas Trainee Managers	Certificate of Graduation
Nov. 17 -24, 2010	APEC-Antwerp/Flanders Port Training Center	Exclusive Seminar for China	-
Sept. 2000-Jul. 2004	Suzhou Institute of Science and Technology	English	Bachelor's Degree

III. Employment Record

Jul. 2019- Now Commercial and Project Manager
Terminal Link

Job Responsibilities:

- Coordinating with cross discipline team members to make sure that all parties are on track with project requirements, deadlines, and schedules.
- Submitting project deliverables and ensuring that they adhere to quality standards.
- Preparing status reports by gathering, analyzing and summarizing relevant information.
- Establishing effective project communication plans and ensuring their execution.

- Facilitating change requests to ensure that all parties are informed of the impacts on schedule and budget.
- Identifying and developing new opportunities.
- Conducting post project evaluation and identifying successful and unsuccessful project elements.

Feb.2019-Jun. 2019 Project Manager of Investment and Development Department
China Merchants Port Holdings Company Limited

Job Responsibilities:

- Create clear outcomes for each individual project with management in order to have a strong focus on commercial feasibility.
- Analyze the financial and tangible resources for the project scope, maintaining enough flexibility to revise approaches if resources are low or spread thin.
- Schedule with project team to monitor progress by checking off on each individual task and due date.

Dec. 2005-Jan. 2019 Assistant Manager of Business Department

China Merchants International Container Terminals (Ningbo Daxie)

Job Responsibilities:

- Device annual plans for both container throughput and revenue goals;
- Locate or propose potential business deals by maintaining customer relationships, contacting potential partners, discovering and exploring opportunities.
- Screen potential business deals by analyzing market strategies, evaluating options, resolving internal priorities and etc.
- Act as an effective role connecting each shareholder and make sure all the shareholder representatives to reach a common ground on the Company's development goals;
- Oversee the day-to-day operation and ensure that the Company is on track to meet its goals;
- Enhance the Company's reputation by keeping optimizing terminal services.

Oct. 2012 – Jan. 2013 Business Development

Tanzania Project Team of Overseas Business Development,
China Merchants Port Holdings

Job Responsibilities:

- Responsible for the business related segment of proposal drafting and management; manage and coordinate information within the team;
- Acquire market information by researching and investigating local carriers, cargo owners, yard owners and etc.;
- Analyze the economy of the hinterland; device the tariff structures and

- forecast the potential growth of the Project;
- Design the future business development strategy of the Project;
 - Build relationships with related Tanzania Government Offices to gain as much as support to the Project

Jul, 2004 – Dec. 2005 Purchase Engineer, Procurement Department
SinoMOS Semiconductor(Ningbo) Inc

Job Responsibilities:

- Track trends in factory's consumption to maintain a safety stock of the warehouse;
- Evaluate prior sales to establish future fulfillment needs;
- Audit and qualify potential suppliers;
- Negotiate contracts; manage the implementation of the contract with focus on the payment and delivery time;
- Responsible for the settings of ERP system (procurement segment)