

# RESUME

Deming Name

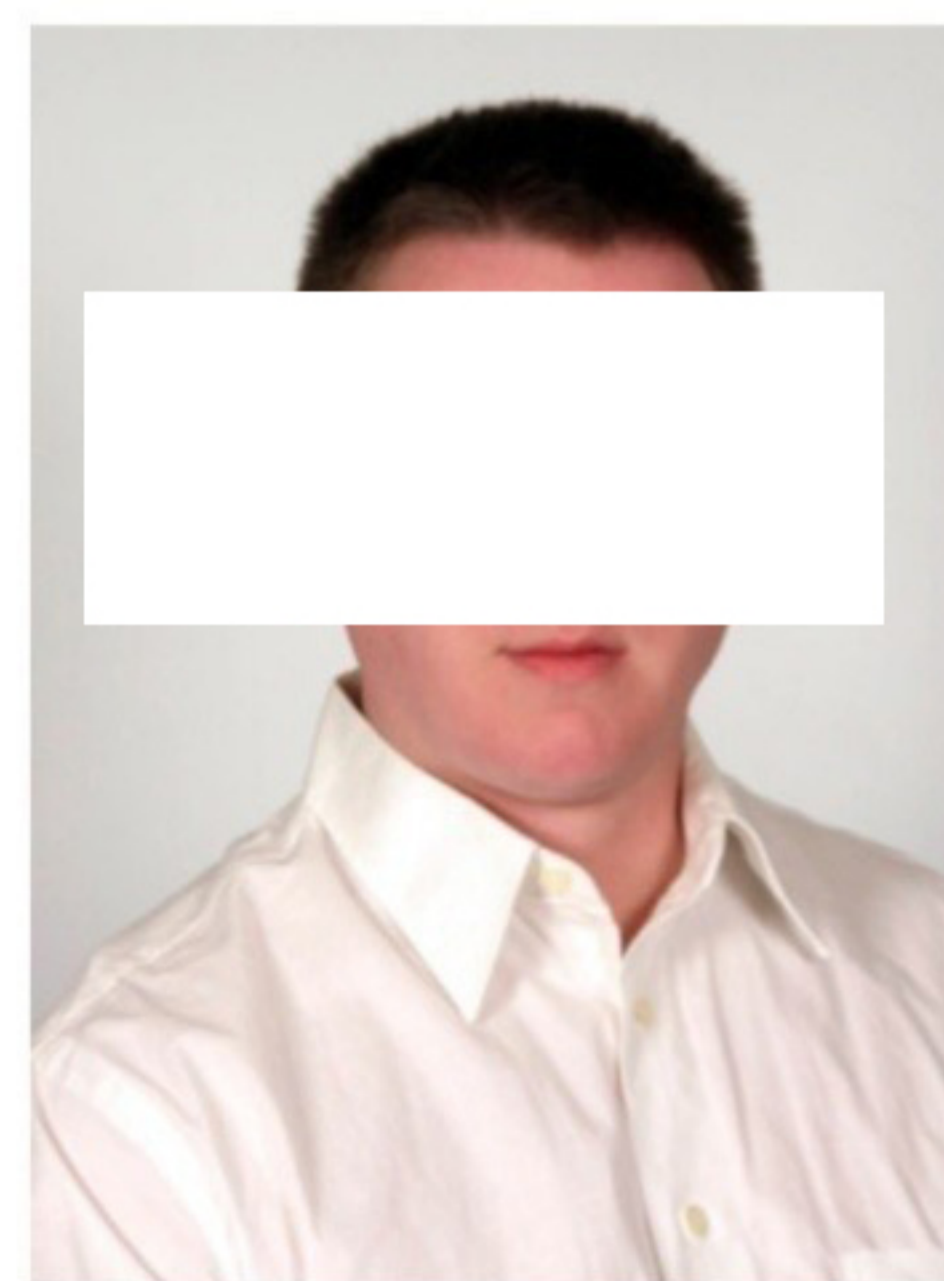
Address: Zhongyuan Road, Yanzhulu 281  
Apartment 504  
400077, Wuxi

Email: deming10@163.com

Mobile: 134

Date of birth: 02.10.1975

Nationality: Germany



## Work Experience

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- 05.2012 - 06.2013 Vorwerk, Chemnitz  
Sales Representative
- contacts by phone or email with clients
  - planning the appointments with clients
  - meeting with clients
  - customer service
  - contract negotiations
  - customer acquisition
- 08.2006 - 04.2012 Boss of my own construction company, Chemnitz  
Especially: interior construction and build up trade fair stands
- contract negotiations
  - customer service
  - materials procurement
  - customer acquisition
  - execution of the work
- 07.1997 - 08.2004 Gerns, Frankenberg  
Squad leader  
Personnel officer in the brigade headquarter for the last 1 year and 8 months
- responsible for 8-10 soldiers
  - organize and realize combat training for my group and other soldiers
  - write judgments
  - recruitment
  - responsible for the car pool
- 05.1996 - 06.1997 Heineck Ausbau GmbH, Chemnitz  
Insulation expert
- head of insulation section
  - organize the construction areas
  - materials procurement
  - responsible for 2-3 workers

## Education

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- 09.2004 - 07.2006 GBS School of Business Administration and Engineering, Leipzig  
Content: business management, business finance, EDP (MS-Office, SAP, KHK),  
jurisprudence, national economy, human resource management, statistic, English  
Degree: Bachelor of Business Administration
- 09.2003 - 08.2004 evening school, Chemnitz  
Degree: Office Administrator
- 09.1992 - 04.1996 Heineck Ausbau GmbH, Chemnitz  
Apprenticeship to an insulation expert
- 08.1982 - 08.1992 ten-class general educational polytechnic secondary school, Chemnitz

## Additional Skills

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- Languages
- Chinese: basic knowledge
  - English: good knowledge, B1
  - Russian: basic knowledge
  - German: native language