

Zhaotong (Leo) Liu

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EDUCATION

Miami University, Farmer School of Business

B.S. in Business

Oxford, OH

01/2016 – 05/2021

Major: Accountancy

Honors: Dean's List (spring 2016 & fall 2016) & Membership of Golden Key International Honor Society (spring 2017)

Medical Leave: (10/2018 to 01/2020)

Sinclair Community College, Dayton, OH (01/2015 – 12/2015)

Truman State University, Kirksville, MO (President's Honorary Scholarship) (09/2013 – 12/2014)

PRACTICAL EXPERIENCE

Jilin iSunshine & Health Technologies Co., Ltd.

Changchun, China

Co-founder & Manager

05/2019 – 01/2020

- Established a long-term relationship with AC World LLC, a Japanese research institute, to develop cosmetics;
- Acted for major Japanese skincare brands like Shiseido in China;
- Navigated marketing and sales efforts to clubhouses based on market research and took over the market in Jilin, China.

The Alley (a Taiwanese-based modern bubble tea chain)

Changchun, China

Shop Owner

01/2019 – 01/2020

- Looked at different chains before settling on the Alley;
- Recouped the initial investment in three months and made a profit of 30% in the fourth month.

China Merchants Bank

Changchun, China

Retail Banking Intern

12/2019 – 01/2020

- Assisted customers with account questions and handled customer transactions;
- Advised clients on different types of personal finance products such as mortgages and loans, helped them with their applications and carried out interviews and assessments.

China Construction Bank

Changchun, China

Business Banking Intern

07/2019 – 08/2019

- Marketed financial instruments like the online banking customer service system to corporate clients;
- Advised on the bank's new rural credit union financing product.

China Life Insurance Company Limited

Nanjing, China

Risk Manager

10/2018 – 01/2019

- Improved my understanding of the company's policies and products, law, financing and claim settlement to advise clients on risk planning and management, wealth management and financial advisory that best suit their needs;
- Designed and implemented marketing strategies to source potential clients and build long-term relationships with them;
- Kept abreast of industry and market trends and best practices.

Golden Nexus Group, Inc.

Chicago, IL

President Assistant

11/2016 – 02/2017

- Received the business delegation led by the Department of Commerce of Jilin Province, China;
- Investigated and contacted businesses in Chicago for business cooperation with the delegate;
- Conducted industrial analysis and market research to facilitate negotiations and business cooperation;
- 60% of enterprises represented in the delegation successfully built cooperative relationships with enterprises in Chicago.

Burger King

Changchun, China

Restaurant Manager

05/2014 – 08/2014

- Configured human resource allocation during the rush hours;
- Administrated budget accounts weekly.

MISCELLANEOUS

Computer: Java, Python, C++, SQL, and Tableau.

Math: First Prize in National Senior High School Mathematics League.

Language: English (fluent), Mandarin (native), and Japanese (conversational).

Interests & Hobbies: Guqin, French horn, Chess (The 7th Place in China International Youth Chess Invitational), Go, Calligraphy, Chinese Painting (Future's Star China Excellent Specialty Student), and Ballet