



XIHAO LEI

INTERNATIONAL SALES MANAGER

PROFESSIONAL SUMMARY

Results-driven International Sales professional skilled in key account management, delivering over RMB 3 million in sales at first year.

CONTACT

Phone: +86-18475814220

Email: 1540496204@qq.com

Address: Qingyuan, Guangdong, China

WORK EXPERIENCE

Guangzhou Yunyin Information Technology | 2025-2026

International Sales Manager

- Generated over RMB 3 million in sales revenue by developing overseas customers through TikTok, Facebook, Instagram, Alibaba International, and industry exhibitions. Successfully acquired a strategic key account via TikTok within three months of joining, generating over RMB 1 million in orders within six months.
- Established and maintained customer profiles for key accounts, including business background, procurement cycles, project pipelines, and purchasing plans. Conducted regular follow-ups to track project progress, identify new opportunities, and build long-term partnerships.
- Maintained close relationships with strategic customers by sharing new products and solutions, monitoring equipment performance, and exploring future procurement needs, contributing to customer satisfaction rates above 95% and repeat business.
- Coordinated with production, logistics, R&D, and after-sales teams to ensure on-time delivery and successful project execution. Gained practical exposure to refrigeration systems through vending machines equipped with compressors and cooling units.

AWARDS AND CERTIFICATION

- Best Sales Performance Award, Annual Company Awards, 2025**
- College English Test Band 6 (CET-6)**
- Bachelor's Degree in Civil Engineering**
- Bachelor's Degree in English**

ACADEMIC HISTORY

Xinyang Normal University | 2021-2025

Civil Engineering & English (Dual Degree)

Relevant Coursework:

English, Korean, Probability and Statistics, Linear Algebra, Computer Applications, AutoCAD and Engineering Drawing, Engineering Cost Estimation, and Physics.