

Hongyu Yang

Mobile: +39 3279066214
E-mail: hyirisyang@gmail.com
Address: Westvaartdijk 43, 1850, Grimbergen
Nationality: Chinese
Date of birth: 05/08/1989



PERSONAL OBJECTIVE

I have comprehensive training in economics and international studies and a total of more than two years of working experience in the field of international trade, distribution and collaboration. I am a hard worker, responsible, attentive to details while maintaining the whole picture and a reliable team player. I would like to challenge myself and be a contributor to the development of economics at both national and international levels.

SKILLS PROFILE

- **Bookkeeping and basic accounting knowledge;**
- **Language Skills:**

Chinese	Mother tongue	English	Upper intermediary
Italian	Intermediary	French	Basic comprehension
- **IT Skills:**
 - Proficient in Microsoft Office, with emphasis on Excel, Word and PowerPoint;
 - Familiar with common Internet applications and networks;
 - Basic operational skills of ERP systems.

EDUCATIONAL BACKGROUND/EDUCATION AND TRAINING

05.2020-08.2020 Executive Master in International Business Development, *Sida Group Srl, Italy*
 11.2019-01.2020 Executive Master in Finance and Control, Auditing, Risk Management and Compliance, *Sida Group Srl, Italy*
 10.2012-02.2016 Master of Political and International Studies (focused on International Economic and Trade Relations, GPA 110/110), *University of Macerata, Italy*
 2008.09-06/2012 Bachelor of Economics (with honors, GPA 3.74/4.00), *Guangdong University of Foreign Studies (GDUFS), China*

WORK EXPERIENCE

07.2020-12.2020 **Business Developer, *Sida Group Srl, Ancona, Italy***
 I worked in the International Advisory Department to develop business cooperations between Italian companies and those from China and Vietnam:

- scouting and contacting (by email or phonecall) potential collaborators from China and Vietnam in various sectors;
- participation in meetings and assistance in oral translation and negotiation;
- participation in online B2B cross-border matchmaking conference organized

- by Bank of China;
 - translation of brochures and commercial contracts;
 - co-creator and professor of an online Chinese course (32 hours) in Italian.
- 03.2018-04.2019 **Bookkeeper and Executive Assistant, Eco Trade Srl, Rome, Italy**
- I was responsible for overlooking and tracing the whole process of goods distribution and related tasks in the domestic products wholesaling company:
- confirmation of orders, issue of invoices and delivery arrangement;
 - bookkeeping, including checking historically left-over bookkeeping issues;
 - customer service in charge of more than 600 clients;
 - communication with more than 20 sales representatives and commission fee calculation;
 - merchandise information updating and customer database maintenance.
- 06.2017-11.2017 **Project Assistant, EUAbout, Brussels, Belgium**
- EUAbout is an umbrella organization specialized in economics, public procurement, political issues and European project realization. My work were:
- trilingual translation among English, Chinese and Italian;
 - website and Facebook page maintenance and updating;
 - proof-reading of project proposals and assistance to office routines;
 - participation in European conferences and info-days.
- 09.2014-11.2014 **Marketing Assistant, Arredamenti Maurizi, Macerata, Italy**
- translation of company information, brochures and building up a Chinese version website;
 - researching the Chinese market and seeking cooperation with Chinese designers and architects.

CAMPUS AND VOLUNTEER EXPERIENCE

- 09.2010-07.2011 Deputy in Gathering Proposals for Syllabus Improvement and Course Reform responsible for 3 classes with 139 correspondents, *GDUFS*;
- 10.2010-11.2010 Buyer Entry Badge Maker for Certificate Service Center for Foreign Buyers, *Canton Fair (108th session)*;
- 06.2010-06.2011 Teaching Assistant (for a class of 46 students with 17 courses), *GDUFS*;
- 08.2010 Co Team-leader of a Welcome Group (40 members) for Reception and Check-in of over 1000 freshmen, *GDUFS*;
- 09.2009-10.2010 Volunteer tourists guide, *Guangdong Science Center*;
Community volunteer, *Guangzhou Metro Station*.

DISTINCTIONS AND AWARDS

- Confindustria Macerata Scholarship, 2014
- National Encouragement Scholarship, for 3 consecutive years during 2009 - 2011
- Excellent Student Cadre, 2011
- Excellent Deputy in Gathering Suggestions for Improvement and Reform Project, 2011
- Outstanding Volunteer for Freshmen Reception, 2010

INTERESTS Reading, travel, cycling.

Sida Group s.r.l.
Via Albertini 36, 60131 - Ancona
P. IVA 00945360428

Ancona, 15th October 2020

SUBJECT: LETTER OF RECOMMENDATION

I hereby certify that Miss Yang Hongyu has received her training at our Company from 1st July 2020 until today.

Miss Yang has displayed great professional skills in assisting our department in the project "Doing Business in China". She has developed high operational and problem-solving skills, enterprising spirit and the ability to synthesize information. Curiosity, creativity, accuracy and initiative qualify her job.

In the approach to work, Miss Yang is a reliable and meticulous person, who is used to abide by to the Company rules. Respect, good manners, helpfulness, responsibility and understanding are the values that guide her behaviors.

In conclusion, miss Yang is a very talented woman, with a growth-mindset that will allow her to aspire to managerial positions.

Sincerely

Flavio Guidi
Chairman - Sida Group



Sida Group S.r.l.
C.F. e P.IVA: 00945360428

Sede Leg.: Clivo di Monte del Gallo 48 - 00165 Roma
Sede Amm.va: Via Albertini, 36 Blocco 13 - 60131 Ancona
Tel. 071.28521 - mail: info@sidagroup.com