

# Degas CHEN (Charlotte)

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📅 Date of birth: 3 February 1989  
🇧🇪 Nationality: Belgian

## Professional Experience

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### **LOUXOR LTD**

KEY ACCOUNT MANAGER

🌐 Hong Kong  
From March 2016

- Responsible for the management of 3 big customers account
- International Business terms and Negotiation with Chinese suppliers
- Responsible to solve every problems faced by the customer in terms of quality, production, delivery, price and after sales service.
- Understanding customers needs by analyzing market demand and suggesting customers the best products and ways to increase his turnover
- Responsible for selling products solution to customer needs
- Selecting suppliers through different platform and trade fair
- Responsible to maintain a good relation with the suppliers and customers
- Managing the quality inspection team

### **FRENCH CONSULATE VISA SERVICE**

ASSISTANT IN VISA ADMINISTRATION SERVICE

🌐 Guangzhou  
May 2015 to Dec 2015

- Responsible for filling the visa application information
- Responsible for the verification of the information provided by the applicant through phone calls
- Responsible for the organization of the filling system

### **STRATÉGIE SA AND SUNNYGUIDER ENTERPRISE LTD**

QUALITY CONSULTANT

🌐 Guangzhou  
July 2014 to Dec 2014

- Responsible for the quality control after production in Chinese factories regarding the needs of the customers
- Analyzing the issues faced by the miscommunication between 2 companies with different languages and how to solve them
- Responsible for the negotiation of contracts in order to develop and maintain a good relation with the suppliers and help customer be more competitive
- Analyzing the promotional market demand and find the best products in order to increase the price/performance ratio

ASSISTANT BUYER

🌐 Liège  
Nov 2013 to July 2014

- Understanding customers needs and finding the best products to suit them
- Developing new products to be introduced on the Belgian promotional market
- Follow orders in terms of price, quality and delivery time
- Responsible for the preparation of the inquiries and quotations
- Responsible for the training of the new interns

## Professional Experience

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### **UNIVERSITY OF PARIS EAST**

Master degree of International Business

🌐 France  
January 2015

### **BUSINESS SCHOOL HELMO LIEGE**

Bachelor degree of International Business

🌐 Belgium  
January 2012

## International Experience

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- ■■■■■■ French
- ■■■■■□ Chinese
- ■■■■■□ English
- ■■■■■□ Spanish

