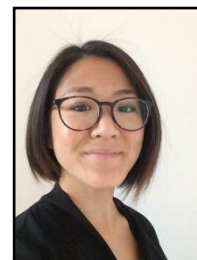


Ting-Ting Anny TANG

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1200 Brussels, Belgium



PROFESSIONAL EXPERIENCE

Aprovag – *Cooperative of over 1200 organic and fair-trade bananas farmers*

Feb 2017 – Jun 2017

Business Development consultant

Tambacounda, Senegal

- **Mapping and analysis of the target value chains** of raw and processed agricultural products
- Provision of assistance and expertise to improve competitiveness of agriculture-related industries and value chains
- Field visits to monitor the compliance of the set forth goal in forming and developing self-sustained and viable community
- Facilitation and establishment of linkages between the cooperative and financial institutions
- Making **analytical reports** with recommendations for the project management
- Understanding & analysis of the needs & development perspectives for the cooperative in accordance with Senegalese Law
- Cooperation with the Marketing Consultant to provide assistance and expertise to improve the domestic and regional trade

Achievements: Acquisition of 2 refrigerated trucks for bananas transportation following negotiations with local authorities – 2 new partners in Dakar, 1 new partner in Saint Louis – 5% sales increases

Gingo Biloba – *Import-Export company specialized in hardware, textile, aromatherapy, electronics*

Feb 16 – Feb 17

Purchasing manager

Brussels, Belgium

- **360° Brand building** for Yoga department
- **Forecast** and identification of trends & challenges for textile, essential oils diffusers and hardware
- Day-to-day **project coordination** with outside labs, vendors & customers
- Thorough **market & supplier analysis** and **benchmarking**
- **Client portfolio management**
- **Cross-functional collaboration** with key departments: Creation, Marketing, Finance and Legal and Compliance.

Achievements: Products development (40% increases) for: *Damart, Nature & Découvertes, Yves Rocher, Omega Pharma, Nu Skin Belgium, FullBeauty* – Production costs reduction over 10% through tenders' management – 300 new reliable suppliers – 80% sourcing increases

Shelterr – *Real estate research platform*

Jul 2015 – Feb 2016

Business Development manager

Brussels, Belgium

- **Identification of new markets, prospects & customer needs**
- New businesses through **face to face** meetings
- Sales & Marketing strategies implementation
- **Feedback & after-sales support**
- **Growth strategy** development focused both on financial gain and customer satisfaction
- Promotion of company's services addressing or predicting clients' objectives

Achievements: Partnerships with the following real estate agencies: *Latour & Petit, EuroHouse, Brussels Sotheby's International Realty, Hads Belgium, Macnash EST – Montgomery Square*

Procurement Services Asia – *Boutique consultancy firm providing solutions for retail and hospitality interiors*

Jan15 – Jun15

Project manager

Hong Kong (SAR)

- **Pricing & Strategic sourcing/Procurement Management**
- **Production, Supplier Management & Logistics Liaison**
- **Tailored services/solutions** for each customer
- Production management & Quality Control
- **Single point of contact** for the customers & the vendors

Achievements: Hotel re-development for *Naumi Auckland Airport* (190 rooms) – Booth development for *De Beer's Forevermark* at the International Jewellery London Exhibition – Retractable earphones creation with 3D printing technology – packaging design product for male underwear for *Tommy Hilfiger* on Hong Kong market

EDUCATION

<u>Vrije Universiteit Brussel</u> Master in <i>Business Development</i>	Sep 2014 – Jun 2015 Brussels, Belgium
<u>University College Cork</u> Exchange program in <i>International Trade</i>	Sep 2013 – Jan 2014 Cork, Ireland
<u>Institut Supérieur de Traducteurs et Interprètes</u> Bachelor in <i>Translation & Interpreting</i> in Chinese and English	Sep 2011 – Jun 2014 Brussels, Belgium

ASSETS

Languages:

	READING	WRITING	SPEAKING	LISTENING
FRENCH	Excellent	Excellent	Excellent	Excellent
ENGLISH	Excellent	Excellent	Excellent	Excellent
MANDARIN	Intermediate	Intermediate	Very good	Very good
CANTONESE	Intermediate	Intermediate	Intermediate	Very good
SPANISH	Very good	Very good	Intermediate	Intermediate
DUTCH	Intermediate	Intermediate	Intermediate	Intermediate

Skills: MS Office – SAP – Nielsen – GFK – File Maker – Outlook

VOLUNTARY EXPERIENCE

<u>ArtisticFilming</u> Translator for a documentary <ul style="list-style-type: none">Translating dialogues from Mandarin, Shanghainese and French into English	May 2015 - Aug 2015 Brussels, Belgium
Private teacher Private French teacher for young Chinese children <ul style="list-style-type: none">Teaching grammar and vocabulary	Oct 2009 - Jun 2012 Brussels, Belgium
<u>Em-Mônt les vins</u> Interpreter from French to Chinese <ul style="list-style-type: none">Introducing basic oenology to Chinese people	Jul 2012 - Aug 2012 Zhuhai, China

AREA OF INTERESTS

Interests: Gastronomy, Cooking, Oenology, Cinema, Backpacking, Running