



Yanjun Lu

Demand Planner

31 October 1990

Chinese

12, Korte Noordstraat, Antwerp, Belgium (Willing to Relocate)

(+32)465924258

Rachelluyanjun@gmail.com

www.linkedin.com/in/rachelluyanjun

PROFILE

I am a person who is willing to meet **new challenge** and always feel **motivated** when I learn new skills or another way of thinking. I've been working in Bank of China for five years, where I became a person who has **analyzing skill** and also good **communication skill** in challenging circumstances. Then I decide to move to other side of the world to study **Global Supply Chain Management**. After the study, I find supply chain industry is very dynamic and interesting. Most importantly, it suits my idea of future career development. Especially on the demand planning part, becoming a demand planner will be a very important step on my career. Now I'm a **SAP** certified supply chain master graduate with strong analytical skills (**Microsoft Excel**: Pivot Tables, V-look up, VBA; Python, Mysql), I am ready to be dedicated to developing myself to become a demand planner expert in 3 years!

EXPERIENCE

PSA International Pte Ltd, Antwerp

Junior Consultant (Intern)

Mar. 2019 – Jun.2019

- **Contact, interview** and **communicate** with large-scale companies(shippers) in Antwerp to identify major reasons of their choosing logistics companies and import port.
- Build **databases**, use **Microsoft Excel** (Pivot Tables, V-look up) to **analyze** transportation **data** of these companies and create **logistics hotspot maps** to visualize an overview of the container flows.
- build **supply chain cost comparison model** (Antwerp vs. Rotterdam) to see if there is a possibility of market share shift and **report** result to head of regional business development department.

Key achievement:

- Take the lead of building supply chain cost comparison model to simplify analyzing process, which therefore provides PSA a decision-making tool of increasing its market share.

Bank of China, Hangzhou, China

Personal Financial Advisor and Loan Officer

Nov 2016 – Mar 2018

- Build and develop **client database** and **Sourcing** effectively prospective clients, use contact management tools, **CRM** and **relationship** management.
- **Manage** clients' goals-based **financial planning**, **organize** financial salon and **recommend** investment products and services to prospects and clients based on their goals.
- **Analyze** customers' financial data and risk, monitor status of loans and accounts.

Key achievement:

- Built customer relationships and increased more affluent customers by 60%.
- Attract deposits 1,250,000 Euro only in one month.

Personal Banking Assistant and Bank Teller***Jul 2013 – Nov 2016***

- Assist managers to monitor status of loans and accounts to ensure that payments and overdrafts are updated or covered.
- Cross sell banking products and services to existing and potential customers by identifying sales opportunities.

Key achievement:

- Nominated as “**outstanding employee**” in Bank of China Hangzhou branch in the year of 2016.

EDUCATION***MA Global Supply Chain Management, Antwerp Management School******Aug 2018 – Jul 2019***

Preferred Courses: Production and Operations Management, Distribution Structures and Outbound Logistics, Supply Chain Finance, Modeling Global Supply Chains, Integrated Business Processes with SAP ERP, Strategic Procurement

BA English, Shaoxing University***Sep 2009 - Jun 2013***

Honors and Awards:

- Title of “The Best Debater” in Debate Competition in School of Foreign Languages in 2009
- Titles of Outstanding Student Leaders in 2009, 2011 and 2012
- Title of Excellence and Progress in 2010

SKILLS***Language Skills:***

Chinese (Native)

English (Fluent)

Technical Skills :

ERP SAP Certificate

Microsoft Excel (Pivot Tables, V-look up, VBA)

MySQL

Python

Transferable Skills:

Interpersonal Skill

Team Player

Quick Learner

Analytical Skill

Out-of-the-box Thinking

INTERESTS

Blogging on learning English (RED)/ Organizing a running community with my friends