

Frank Zhao

Skills

Frank Zhao

4754495050
jizhaobridgeport@gmail.
com

Languages: English
Microsoft office, Google suits, Adobe, iMovie, Photoshop, Tableau,
V-lookup, R, SQL, etc.

Experience

JZ Capital Group / Financial Consultant

2018 - now, NEW YORK

Prospect new mortgage lending opportunities: Home Purchase, Refinance, Commercial loan, Business loan, and SBA Disaster loan. Develop business referral networks through marketing, cold-calling, prospecting, and networking activities. Meet with applicants to obtain information for loan applications and to answer questions to close deals. Maintain the client database in record to follow up. Provide excellent customer service to internal and external Chinese clients.

Cloud Chain Capital / Business and Operation Officer

2017 - 2018, NEW YORK

Provide analytical analysis based on the dataset of existing and potential clients. Prepare and review financial information, data, and documentation. Develop financial models and implement metrics for monitoring. Create data analysis reports on a weekly and monthly basis in the operation team.

Huawei Technologies / Account Manager

2013- 2015, NAIROBI, KENYA

Provide sales support over multiple product lines, including hardware & software, smart devices, core billing system. Organize international conferences and exhibitions, making roadshow arrangements for director-level client groups. Participate in global summits, roadshows, workshops, presentations in China, Europe, and Africa.

Sugon / Account Manager

2012- 2013, GUANGZHOU, CHINA

Develop business with the State Financial Department, local banks, and financial center through relationship cultivation, savvy bidding and negotiation skills.

Education

Harrisburg University of Science and Technology /

Master

PENNSYLVANIA

COMPUTER SCIENCE: Data

Analytics

GPA: 3.93

Guangxi University of

Nationalities/ Bachelor

2008 - 2012, GUANGXI, CHINA

BUSINESS: International Trade
and Economics

GPA: 3.42