

Jerry

International Sales × B2B
Prospecting × AI Sales
Automation

Helping export businesses build a systematic way to identify, qualify, engage and follow up with overseas buyers.

CONTACT

Phone: +86 185-5176-9753

WeChat: JERRYME40

Email: jarapiko40@gmail.com

Nanjing, China (remote)

OBJECTIVE

Export Sales / Overseas Business
Development
Work mode: remote

CORE SKILLS

- Market research & ICP definition
- B2B prospecting (Google / LinkedIn / directories / Google Maps / B2B platforms)
- Lead qualification & scoring
- English sales communication • cold calling
- Commercial negotiation (price / MOQ / payment / delivery)
- AI sales automation (research / qualification / CRM / follow-up)

PLATFORMS & TOOLS

Facebook Meta Ads • LinkedIn • Instagram • Google SEO • Alibaba International • Made-in-China • Claude • ChatGPT • AI automation workflows

LANGUAGES

- English (business fluent)
- Chinese
- Urdu (native-level)

CERTIFICATIONS

- Meta Blueprint
- Alibaba International Station

EDUCATION

Jiangsu Vocational Institute of Commerce
International Trade
2022 – 2026

PROFILE

Export sales professional with 4+ years of international B2B sales and overseas customer development (2022–present), working remotely with Chinese manufacturers on market development, buyer acquisition and B2B sales. Combines AI systems, Facebook advertising and social selling with hands-on international sales: AI handles research, data and repetitive work; the human handles judgment, English communication, negotiation and closing. Builds prospect pools, outreach and a measurable sales pipeline in 90-day cycles.

EXPERIENCE

Suzhou Keyi Container Manufacturing Co., Ltd.

2025.02 – 2025.12

Foreign Trade Manager

- Ran multi-channel prospecting across Facebook, Instagram, LinkedIn and B2B platforms, using market research to target high-potential buyer segments
- Built a tiered customer-management system (by size, repeat rate, demand type) covering the full cycle from lead mining to long-term cooperation
- Translated buyer requirements into product-plus-service solutions with supply chain and product teams, shortening conversion cycles; managed quotation strategy and risk (FX, logistics costs) to protect order margins and delivery reliability
- Built the trade team's training system (social selling, negotiation, cross-cultural communication) and a full order-chain coordination mechanism

Zhejiang Jiaxun Supply Chain Management Co., Ltd.

2024.03 – 2025.01

Foreign Trade Manager

- Operated Facebook, Instagram and LinkedIn for precision prospecting; built a stable customer pool via email and social outreach
- Matched buyer needs from first inquiry through contract negotiation; tracked customer developments to grow repeat purchasing and loyalty

Shanghai Qirong Machinery Trading Co., Ltd.

2023.06 – 2024.01

Foreign Trade Manager

- Built the end-to-end sales loop for used excavators and construction machinery — requirement discovery, inquiry conversion, order delivery, after-sales
- Ran Alibaba International Station operations: product exposure, targeted acquisition, tiered inquiry follow-up, converting platform traffic into orders

Wuxi Moku Technology Co., Ltd.

2022.11 – 2023.05

Foreign Trade Salesperson

- Developed and maintained overseas customer groups via Google, Facebook and Alibaba, grounded in target-market research
- Handled the full closed loop from quotation, production scheduling and customs logistics to after-sales collection; fluent with CIF and L/C workflows

Nantong Jidao Machinery Equipment Co., Ltd.

2022.04 – 2022.10

Foreign Trade Salesperson

- Front-line machinery export sales: prospect search, outreach, quotation and follow-up

PROJECTS

JUNMORE — Overseas B2B Prospect Research & Qualification System — Built multi-country prospect databases for PVC / aluminium / window products: company discovery, verification, business-type classification, product-fit analysis, decision-maker research, lead scoring, deduplication and verification status; unverified data confirmed before outreach.

Global Customer Growth Engine — Multi-channel acquisition system integrating social, Alibaba, Made-in-China, Google, LinkedIn and email, with customer segmentation, lead management and long-term conversion.

TikTok Shop US (personal project) — Independently operated a US TikTok Shop: US market, cross-border e-commerce, digital acquisition and product operations.