

Wang Jianbo**Curriculum vitae****PERSONAL INFORMATION**

Nationality(-ies) :Chinese Sex:Male

Professional experience**ZTE Southeast Europe** (Oct.2024 – Present)**CEO****Responsibilities:**

Managing all departments for development in Southeast Europe countries;

Developed and executed business strategic plan to expand the customer base;

Exceeded annual sales targets within assigned territory and accounts;

ZTE France&Benelux (Mar.2023 – Sept.2024)**CEO****Responsibilities:**

Managing all departments for development in France, Netherlands, Belgium, Luxembourg;

Developed and executed business strategic plan to expand the customer base;

Strategic planning, exceeded annual sales targets within assigned territory and accounts;

ZTE Southeast Europe (Feb.2018 – Feb.2023)**CEO****Responsibilities:**

Managing all departments for development in Southeast Europe countries;

Developed and executed business strategic plan to expand the customer base;

Exceeded annual sales targets within assigned territory and accounts;

ZTE Turkey (May.2014 – Feb.2018)**CEO****Responsibilities:**

Managing all departments for development in Turkey;

Developed and executed business strategic plan to expand the customer base;

Exceeded annual sales targets within assigned territory and accounts;

ZTE Bulgaria/North Macedonia/Slovenia (July.2011 – Apr.2014)

General Manager

Responsibilities:

Managing all departments for development in Southeast Europe countries;

Developed and executed business strategic plan to expand the customer base;

Exceeded annual sales targets within assigned territory and accounts;

EDUCATION

Master's degree on Business Administration-MBA, Athens University of Economics and Business, Athens; 2019-2021;

Bachelor's degree on Physical Science , Fudan University, China; 1997-2001;

Ambassador of IMBA Program in AUEB

Project Management Professional

Agile Training Simplilearn

COMPETENCIES & SKILLS

Soft: Sales & Marketing Strategy, Leadership, People Management, Development, Finance,

Supply Chain Management, Pricing, Cost Reduction, and other areas of General Retail Management or General Management