

# Pei Wang



## 个人信息 (Personal Info)

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Age : 31

E-mail : postbox\_5@hotmail.com

First Language : Chinese mandarin



## 自我评价 (Self-assessment)

### > Career background:

Several years of language teaching and translation experience; 4 years of overseas management experience; 4 years of marketing & PR and customer service experience.

### > Professional quality:

- ✓ 12 years of residence in Denmark. Rich knowledge of both the Chinese and Nordic market and culture. Well connected.
- ✓ Great market sensitivity and insight. Competence in business strategy development, business model innovation, business channel development and customer relationship management.
- ✓ Experienced in arranging international academic exchange activities.
- ✓ A good foundation of social psychology. Good at communication.
- ✓ Excellent listening, speaking, reading and writing skills in Chinese, English and Danish.
- ✓ Experienced translator. Have experience in translating within various fields, such as commerce, law, entertainment, medicine, etc.
- ✓ Good at text processing. Blind typing.
- ✓ Deep interest in language and culture. Years of research and study in cultural differences between the East and the West. Participation in the writing of the literature < An East-West Teaching/Learning Bridge >.
- ✓ A deep social media user. (eg. WeChat, TikTok, MicroBlog, Youtube, Facebook, Instagram)
- ✓ Well experienced in health management. Fair knowledge of the health industry and related consumer goods.
- ✓ Certificate in Nursing, First Aid and Fire Safety (Danish).
- ✓ Multitasking

### > Team working:

A passionate team player and team leader. Great ability of cross departmental cooperation and coordination.

### > Personal quality:

- ✓ A fast learner with great adaptability
- ✓ Efficiency and execution oriented
- ✓ Creative and open-minded
- ✓ Social and outgoing
- ✓ Ambitious
- ✓ Responsible

➤ **Certificates and honors:**

- ✓ Full scholarship (issued by the Danish government)
- ✓ Best student of the Strategy stream
- ✓ Certificate in Nursing, First Aid and Fire Safety (Danish)
- ✓ IELTS 7.5
- ✓ PD3 (Danish Level 3 - the highest level)



## **工作经历 (Work experience)**

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**09. 2010 -Now**

**Part-time Teaching**

**Lecturer of Chinese & English**

➤ **Job description:**

I have been engaged in part-time teaching, since I studied at university. I have worked as a part-time teacher in various authoritative educational institutions both in China and in Denmark. I have also been teaching business Chinese, business English, IELTS, and K12 English privately. Additionally, I have been doing research on culture differences which has been proved to have a great influence on study techniques and performances.

**10. 2014 -Now**

**Freelance Translating**

**Chinese, English, Danish Translator**

➤ **Job description:**

I have been working as a signed freelance translator since 2014. Benefiting from the exciting translation experiences in various fields, I have gained a better understanding of the three languages and cultures. Part of the translation projects attended are listed in "Project Experience" .

**10.2019 - 01.2021**

**Sesame Street English**

**Sales Manager**

➤ **Job description:**

Sesame Street English is an American educational brand engaged in K12 English education for kids from non-native English-speaking countries. I was working at one of its branches located in Harbin. My primary responsibilities include: ensuring a smooth daily operation and a full completion of the daily tasks in the Marketing & Sales department; leading the team to achieve monthly, quarterly and annual marketing and sales targets and improving the sales of the main educational products; maintenance of the brand image; expanding brand awareness; developing new customer acquisition channels and formulating execute plans for activities; management of the company's customer resources and maintenance of customer relationship; training for and assessment of the marketing and sales personnel; monitoring the operation cost of the department and improving the efficiency of human resources.

➤ **Achievement:**

Sales performance for the 3<sup>rd</sup> quarter has increased by 21% year-on-year. And our campus has won the sales champion for 3 consecutive months among all 6 branch campuses of the region. A stronger marketing & sales team has been built. The team has been enlarged by 40%.

**05. 2016 – 09. 2019**

**LTK Municipality**

**Posts:**

**08. 2018 - 09. 2019**

**D. Gl. SS Nursing Home**

**Deputy Supervisor**

**09. 2016 - 08. 2018**

**Rehabilitation Center**

**Project Coordinator**

**Deputy Supervisor**

➤ **Job description:**

Responsible for the daily operation of the regional nursing home, including all affairs connected with the residents; taking care of the physical, psychological and social health of the residents, and connecting and communicating with their family members; ensuring the service quality of the nursing home, optimizing service environment, personnel competence, external publicity, etc.; arranging staff training and further educational programs; controlling the operation cost and optimizing resources given; dealing with emergencies, customer complaints, etc.

➤ **Achievement:**

Management region includes 52 high-class apartments (most of which are single rooms) which can accommodate more than 100 people, and more than 60 fixed staff (except for staff from other government departments, such as catering, medical, nursing, etc.). During the period of service, the occupancy rate of the apartments reached up to 96%. A total of more than 40 new graduates were trained.

**Project coordinator**

➤ **Job description:**

Responsible for formulating the optimal rehabilitation plan for patients after being discharged from hospital; preparing admission for discharged patients to rehabilitation center; the process of patients entering the rehabilitation center smoothly after discharge; coordinating the arrangement of rehabilitation projects including diet, exercise, rehabilitation, psychological reconstruction, etc.; dealing with emergencies, and timely adjusting impracticable plans; optimizing social resources.

➤ **Achievement:**

During the working period, I have successfully helped nearly 200 people complete the rehabilitation process and return to normal life. In the national competition of best municipalities, LTK municipality won the 3rd place among the 98 municipalities service awards in 2017.

**12. 2013- 04. 2016**

**Flomax**

**Marketing Personnel**

➤ **Job description:**

Flomax Denmark is company that provides health related products to consumers worldwide with a focus on the Chinese market. As a marketing personnel, I was mainly responsible for promoting corporate brand image, developing marketing campaigns for the Chinese market, expanding customer base, managing the relationship with the existing customers, and updating the official account on WeChat other media platforms. The job requires rich knowledge of the Chinese market, deep understanding of consumer behaviors, good communication skills, strong execution

power, competitive marketing and linguistic skills and a service-oriented mind.

➤ **Achievement:**

During my service period, sales of the Chinese market grew fast. Flomax has now become the one of the most successful retailers in the market of health and nourishment in the Chinese market.

## 项目经历 (Project experience)

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The following are some of the project experiences since 2018:

### 01. 2021 **Advertisement translation for Foshan Lehua Ceramics Co., Ltd**

- **Post:** Translator - Chinese into English
- **Job description:** to translate advertising copy (regarding sanitary ware) from Chinese into English for the overseas marketing department of Foshan Lehua Ceramics Co., Ltd.

### 01. 2021 **Legal case translation for NIBE Law Office (Denmark)**

- **Post:** Translator - Danish into Chinese
- **Job description:** to translate the legal documents (related to transnational dispute over obligation) undertaken by NIBE Law Office from Danish into Chinese.

### 08. 2019 **Interpretation of medical affairs in Herlev Hospital**

- **Post:** Interpreter - Danish into Chinese/ Chinese into Danish
- **Job description:** to interpret the dialogue between doctors, patients and family members (regarding medical treatments) in Herlev hospital, capital region of Denmark.

### 07. 2019 **Product testing and market research for FORCE TECHNOLOGY**

- **Post:** Product tester and market consultant for China region
- **Project description:**  
FORCE TECHNOLOGY provides NDT technical support to world's top HIFI brands like Apple, Samsung, B&O, Sennheiser etc. They carried out a research and evaluation project on product appearance, function and comfort of the latest wireless headphones of several companies. As a one of the regional representatives of China, I was honored to participate in the comprehensive product test.
- **Responsibility:**  
Undertaking professional tests for similar products of different brands; inputting the results into the database; Accepting interviews from professional technicians and marketing specialists, and assisting in the completion of the evaluation.
- **Achievement:**  
Valuable data gained. The project was successfully completed.

## 06. 2019 **Business registration files translation for Frontmatec Kolding Co., Ltd**

- **Post:** Translator - Danish into Chinese
- **Job description:** to translate company' s official documents, including the tax registration certificate issued by the Danish Ministry of Commerce and the company's latest annual report for Frontmatec Kolding Co., Ltd.

## 09. 2018 **Market research for the Richemont Group**

- **Post:** Market consultant
- **Project description:**  
Richemont, one of the world' s three luxury giant group launched a global market research on their luxury watches in autumn 2018. The aim of the research was to identify consumer behaviors and to supervise the sales of offline retailers.
- **Responsibility:**  
Cooperating with the team to visit the offline stores; observing consumer behaviors and interviewing employees; supervising the daily operation and sales status; completing questionnaires; carrying out preliminary data analysis and writing the short reports.
- **Achievement:**  
Good knowledge about consumer behaviors and the Danish luxury watch market earned. The project was successfully completed.

## 08. 2018 **International academic exchange activity**

- **Post:** Project coordinator in Denmark
- **Project description:**  
"GoodTalk global village international bilingual speech contest for the youth " is a transnational academic exchange activity sponsored by China Xinhua News Agency - XinhuaNet, co-sponsored by China Ministry of Education - China Association for international exchange of education, and undertaken by Stenus Kostskole and China Friendship Association of Denmark. The activity aimed to promote cultural communication and friendship between teenagers of the two countries, and to further stimulate their interest and enthusiasm in learning English and Chinese.
- **Responsibility:**  
Coordinating the project arrangement; assisting the preparation work in the early stage of the competition; organizing cooperation projects of both competitors before the competition; ensuring that the project is carried out in strict accordance with the time plan; eliminating communication barriers, etc.
- **Achievement:**  
The project terminated with great success, and all activities were carried out on schedule.

04. 2018

### Quality testing of intelligent voice broadcast for Global Foundries

- **Post:** Quality inspector
- **Project description:**  
Delta International technology center (part of the Global Foundries Group) recruited qualified native Chinese speakers to conduct quality testing and inspection for their multi-language intelligent voice broadcast system.
- **Responsibility:**  
Listening to test samples, answering questions, screening out from various versions and rating.
- **Achievement:**  
Great experience and new knowledge obtained. The task was completed efficiently. Contributions have been made to the improvement of accuracy of the AI product.

01. 2018

### Subtitle translation of short video for fashion blogger

- **Post:** Translator - Chinese into English
- **Job description:** Subtitle translation of a 29-minute video (with 5221 words) for a Chinese fashion blogger.



## 教育背景 (Education)

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09.2010—06.2014	De Montfort University	BA in Business Administration
09.2008—06.2010	Niels Brock Business College	AP in Marketing Management
09.2007—06.2008	Niels Brock Business College	Certificate in International Business



## 语言能力 (Language)

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- Chinese mandarin: Native
- English: Near Native
- Danish: Fluent
- Norwegian: Limited
- Korean: Limited



## 辅助技能 (Additional Skills)

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- Office: Word, Excel, PowerPoint
- MemoQ
- Professional yoga instructor and amateur piano performer