

# LILLIAN XU

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6101 Wentworth Court Westerville, OH 4308 • (614) 787-6679 • Lillian.Xu@hotmail.com

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**Objective:** Seeking a position where I can use skills refined over a 21-year multinational career in sourcing including import/export trading and brokering.

**Relevant Experience:** *Import Manager* 2000-2006  
Hwa Pu Cargo Transportation Company Changzhou Jiangsu, China

- Manager in charge of importing \$3 million annually in machinery and tooling primarily from America, Europe, North America, and Japan
- Supervision of a five person staff
- Cradle-to-grave management of import process interacting with suppliers, consumers, and Chinese customs officials
- Broker consumer-to-supplier payments; assist in currency conversion

*Import Specialist* 1988-1999  
Changzhou Pack Import and Export Company Changzhou Jiangsu, China

- Import pack paper from America
- Import polymer material from America, England, and the Middle East

**Education:** Changzhou College of Information Technology 1980-1984  
Associate Degree, Computer Programming

Columbus State Community College 2009-present  
International Commerce and Supply Chain Management GPA: 4.0  
Dean's List: 12 out of 12 quarters  
Awarded scholarship based on first year performance

**Other:** Computer Skills: Proficient in Excel and Word  
Citizenship Status: US Permanent Resident  
Language Skills: Fluent in Mandarin and English