

JAYEE WANG

Target: International Trade / Business / Operations · Class of 2027 · Beijing

Phone +86 152 4253 8936 | Email jaylov4x@gmail.com

Graduating June 2027 | Available for internship from October 2026 (5+ months) | Full-time from July 2027

EDUCATION

Beijing Union University — B.A. in International Economics and Trade (All-English Pilot Class) · Sep 2023 – Jun 2027

- Core coursework in English: Market Development, Multinational Management, Trade Practice, International Settlement, Trade in Services
- English: CET-4 563 / CET-6 438**; three years of all-English instruction; able to draft proposals and host product launches

CORE STRENGTHS

- Data and research:** HS-code retrieval on ITC Trademap and UN Comtrade; market share; Excel (Pivot Tables, VLOOKUP)
- Operations and organizing:** **100+ member** community, **15+ events**; full recruitment cycle (60 applicants, 52 interviews, 10 hires)
- Overseas perspective:** daily user of Instagram, X, YouTube and Threads; presents, hosts and negotiates in English
- AI tooling:** DeepSeek, ChatGPT and other agent tools for policy and trade-data research, bulk editing of English materials, and first drafts
- Trade practice:** Incoterms; letters of credit and trade documentation; RCEP tariffs and rules of origin

PROJECTS AND COMPETITIONS

National Business Elite Challenge — RCEP Market Development Competition · National First Prize · Team Lead · Nov–Dec 2025

- Pulled **HS 85076000 (lithium-ion batteries)** data from ITC Trademap and UN Comtrade; China's share — **Korea 92.77%, Indonesia 86.32%, Australia 58.22%**
- Benchmarked five RCEP tariff schedules and selected Australia as the entry market; co-authored the **43-page report**; conclusion adopted by the panel

National Business Elite Challenge — International Trade Competition (E-commerce Track) · National Third Prize · Nov 2025

- Selected **magnetic building-block toys**; ran the full loop on the Amazon and Shopee simulation platforms — from shipping to sales, then adjusted the marketing plan against back-end data
- Built the store structure on the **4P framework**; owned Chapters 1–2 and the final content review across the team

National Business Elite Challenge — International Trade Competition (Practice Track) · National Second Prize · Team Lead · May–Jun 2025

- Wrote a golf-apparel trade-show plan with Dongguan Oranke: product selection, booth, budget, negotiation scripts (team of 6)
- Hosted the product launch in English** at the Ningbo exhibition center; negotiated with buyers from the US and Thailand

National Business Elite Challenge — Business Negotiation Competition · National First Prize, Beijing First Prize · Lead Negotiator · Nov 2024

- Simulated a **long-term slag supply negotiation**; ran four workstreams in preparation — line-by-line negotiation scripts, legal review of contract terms and breach risks, financial modelling of budget and price elasticity, and staged concession strategy
- As **lead negotiator**, sequenced four issues by priority: volume and term (500k tonnes/year; off-season purchases 5.7%+ above peak), price and payment (off-season price cut to 150 CNY/t, total cost held at 230–240 CNY/t, preserving a 15 CNY/t margin on 400–450 CNY/t southern-market resale), premium market development, and partnership model (purchase-sale progressing to exclusive agency)

15th National MODEL APEC Conference · National Top 100 Delegate · North China First Prize · 2024

- Authored English APEC Concept Notes with **eight sections** (summary, regional benefits, objectives, policy alignment, methodology, timeline, beneficiaries, indicators) for **both the Russian and New Zealand** economies
- Aligned with Putrajaya Vision 2040, SMEWG 2024 priorities and the Food Security Roadmap 2030; designed **three quantifiable indicators**; named **Outstanding Delegate**

LEADERSHIP AND OPERATIONS EXPERIENCE

MODEL APEC Association, Beijing Union University — President · Sep 2024 – Jun 2027

- Community of **100+ members**: recruited and managed, delivered **15+ conferences** and training sessions
- Built a three-stage training pipeline, leading **4 members** to the national round; partnered with two universities for lectures

External Relations Department, Student Union, School of Business — Director · Sep 2025 – Jul 2026

- Ran the full recruitment cycle: **60 applicants, 52 interviews, 10 hires**; managed a 12-person team
- Built the department from scratch: weekly meeting mechanism, **40 meetings** chaired, tasks tracked to closure

All-English Pilot Class in International Economics and Trade — Class Monitor · Sep 2023 – Present

- Managed a **20-student class**; class named **University Outstanding Class**

PROFILE

All-English International Economics and Trade undergraduate with real English business experience — proposals, launch hosting, buyer negotiation. I have built two things from zero: a 100+ member community with 15+ events, and a recruitment pipeline from 60 applicants to 10 hires. I work from data, and I follow overseas platforms closely enough to turn trends into judgments.