

# Ben Percifield

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## Education:

BA, McGill University (2012 - 2016)  
Major: Economics  
Minor: East Asian Language & Literature  
Cumulative GPA: 3.62, Distinction

## Languages & Skills:

Native English  
Fluent Mandarin Chinese  
Elementary Turkish, Arabic, Farsi  
Java, node.js, Unix, HTML, C, SQL



## Profile:

- Unique interdisciplinary understanding of China, economics, and programming.
- Determined and results driven, relishing challenging situations.
- Established credibility with senior-level executives.
- Creative problem solver with a breadth of international experiences to utilize.
- Proven success working with cross-functional teams, building strong relationships internally and externally.

## Leadership:

- Awarded the “Outstanding Elegant Demeanor” prize for the Chinese Bridge Competition.
- Vice President Internal, Gardner Hall Residence Council.
- Graduate of NOLS (National Outdoor Leadership School), July 2012

## Work History:

<b>Role: Project Manager</b>	<b>Location: Chicago</b>
<b>Organization: Chinawise Business Consulting LLC</b>	<b>Duration: September 2017 - Present</b>
<ul style="list-style-type: none"><li>• Managed English communications, operations, and membership acquisition strategy for Z.H.Island USA; worked collaboratively with a team to drive growth with new accounts.</li><li>• Generated and managed business plans to define strategies for long-term sustained success.</li><li>• Served as an account executive for multiple Chinese blockchain companies, helping grow their international brand and presence; developed high-level relationships to serve as a trusted consultant with major customers to optimize their advertising.</li><li>• Developed strong organizational skills while managing multiple projects efficiently.</li></ul>	
<b>Role: Project Manager</b>	<b>Location: Chicago</b>
<b>Organization: Fiso Group</b>	<b>Duration: October 2017 – December 2017</b>
<ul style="list-style-type: none"><li>• Responsible for planning and managing itineraries for visiting academic Chinese delegations in Chicago.</li><li>• Translated contracts and interpreted meetings for China-USA undergraduate and graduate exchange programs. Fortified excellent bilingual communication skills.</li></ul>	
<b>Role: Information Disclosure Specialist</b>	<b>Location: Beijing</b>
<b>Organization: Goldwind Science &amp; Technology</b>	<b>Duration: July 2016 – May 2017</b>
<ul style="list-style-type: none"><li>• Translated announcements, notices, and classified reports from Mandarin to English. Published content to the Hong Kong Stock Exchange.</li><li>• Strengthened formal business Mandarin reading, writing, and listening skills; served as an interpreter for factory tours to investors.</li><li>• Worked in the office of the secretary of the board supporting C-level executives.</li></ul>	

<b>Role: Research Intern</b>	<b>Location: Beijing</b>
<b>Organization: Mandarin Environment</b>	<b>Duration: July - September 2016</b>
<ul style="list-style-type: none"> <li>• Researched water and wastewater policy developments, created concise accurate weekly reports and communicated report data to consultants. Suggested potential entry strategies for international companies.</li> </ul>	
<b>Role: Canadian Contestant - The Chinese Bridge Competition</b>	<b>Location: Changsha</b>
<b>Organization: Hunan TV (湖南卫视)</b>	<b>Duration: July 2015</b>
<ul style="list-style-type: none"> <li>• Mandarin speaking competition which spanned one hundred countries and 133 contestants. Judged on Chinese aptitude across three sections: orating a memorized speech, history/literature/cultural knowledge test, and an artistic performance.</li> <li>• Organized and moderated a Facebook group to keep all of the contestants in contact with each other after the competition concluded.</li> </ul>	
<b>Role: Student Liaison</b>	<b>Location: Shantou University</b>
<b>Organization: Li Ka Shing Intensive Chinese Language Study Award</b>	<b>Duration: May 2015</b>
<ul style="list-style-type: none"> <li>• Served as a liaison between senior staff and exchange students.</li> <li>• Facilitated a smooth transition for students adjusting to life in China and led/interpreted Chinese culture off-campus excursions.</li> </ul>	
<b>Role: Manager</b>	<b>Location: Yangshuo</b>
<b>Organization: The DMZ Bar</b>	<b>Duration: June - July 2014</b>
<ul style="list-style-type: none"> <li>• Increased revenue tenfold during my tenure.</li> <li>• Developed the ability to work in a fast paced dynamic multilingual environment.</li> <li>• Self-managed workload and made independent business decisions to enhance customer experience and turnover.</li> <li>• Learned to effectively manage time, identify customer's needs, and individually prioritize multiple tasks of competing priority.</li> </ul>	
<b>Role: Book Club Instructor</b>	<b>Location: Beijing</b>
<b>Organization: BoTo Education</b>	<b>Duration: September - October 2016</b>
<ul style="list-style-type: none"> <li>• Led English book reading lessons with Chinese students to cultivate stronger reading habits. Fostered cross cultural people skills through interpersonal connections.</li> </ul>	
<b>Role: English Teacher</b>	<b>Location: Yangshuo</b>
<b>Organization: Zhuoyue English College</b>	<b>Duration: July 2013</b>
<ul style="list-style-type: none"> <li>• Implemented effective bilingual communication skills for teaching English. Demonstrated initiative by leading lectures out of class. Learned Chinese culture through self-exposure to different environments.</li> </ul>	
<b>Role: Farmhand</b>	<b>Location: Hok Tau Wai, New Territories, Hong Kong</b>
<b>Organization: E-Farm</b>	<b>Duration: August 2013</b>
<ul style="list-style-type: none"> <li>• Earned the appellation strongman for increased proficiency in gravel making (breaking larger rocks into smaller ones).</li> <li>• Developed grit from projects like maggot wrangling and tree stump cutting.</li> </ul>	

References - Available upon request