

# Personal Resume

## ➤ Personal Information

---

Name: Zhenglong Yu      Gender: Male  
Nationality: China      Birth: 1986 AUG  
University: Sichuan University  
Education: Bachelor      Field: Computer Science  
Language: English – Good, CET-4;  
Japanese: Basic, JLPT-N3  
Current Position: Chile EBG Datacenter Solutions Architectures & Business Director  
Annual Income: More than 140K USD  
Mobile: +86 188 6977 6019 / +56 9 7379 3310  
Email: zhenglong.yu@outlook.com  
Hobbies: Reading, Gym, Travel



## ➤ Personal Skills

---

- More than 3 years enterprise datacenter solution technical sales experiences, and more than 2 years team leader experiences during this period. The solution scope includes Huawei cloud computing, server, storage and L1 infrastructure, and leading 2 Chinese employees and 3 Chilean employees. Strong knowledge with traditional ICT, Cloud Service (Public and Private), DR, VDI, Safe City solutions, and I also have good experiences and successful cases related to business model design, contract terms negotiation. Operation and implementation experiences with Huawei Cloud and Azure Stack.
- Around 6 years R&D experiences, and more than 2 years R&D team leader experiences, have many key module design and coding experiences, have the experiences about HTML5, JavaScript, CSS, Java, C++, Python, and also experiences about Oracle, MySQL, SQL Server databases.
- English (CET-4, TOEIC) communication, reading and writing; Japanese (JLPT-N3) fair.

## ➤ Working Experience & Contribution & Honors

---

- **Huawei Technologies Co. (2015 OCT ~ Now as Solution Technical Sales)**

- Responsible for building the Chile EBG datacenter solution team, datacenter solution technical sales, marketing plan.
  - Building the datacenter solution team from 0 to 2 Chinese employee + 3 Chilean employee + 1.5 outsourcing employee. Contributed more than 5M USD for the datacenter business.
  - Have several solution successful sales experiences, the solutions include Oracle Cloud based on OVM, VMware Cloud, SAP Hana Cloud over VMware, DR solutions.
  - Design more than 10 customers IT solutions successfully running the business. Provide consulting service for customer to move to Desktop Cloud, more than 500 users working on the Huawei FusionAccess Desktop Cloud solution.
  - **Honor 1: 2019 Annual Cloud BU President Prize – Hybrid Cloud Business Development**
  - **Honor 2: 2019 Annual Future Star**
  - **Honor 3: 2018: Huawei Company President Prize – Chile Telefonica Cloud Projects**
  - **Honor 4: 2017: Huawei Enterprise BG President Prize – Best Sales Project Team**
- **Huawei Technologies Co. (2012 MAY ~ 2015 OCT as R&D and PL)**
    - Responsible for Huawei storage products monitoring and DR software R&D work, leading UI team to finish the tasks. I have solved several technical problems and posted more than 10 technical posts in blogs. My performance is B+ during this period.
    - First developed light DEMO by using NodeJS and mock framework, reduce the demo package from 300M to 30M, easy to deployment and using.
    - Developed and design several core modules, for example: multi-threads automatically identify storage devices, secure authentication resources isolation, asynchronous UI resources loading, etc. There is no any new bug because my changes. Very clear logical mind, 100 scores during the least 2 internal C&Q program tests.
- **EC Wise Software Co. (2011 APR ~ 2012 APR as BI R&D Member)**
    - Responsible for EC Wise CASINO Mobile APP R&D work, good at JavaScript, C#, MVC 3, HTML5 technology, Annual performance is excellent and salary increase ratio is more than 20%.
- **TTNI-C Co. (2009 JUL ~ 2011 MAR as R&D Member)**
    - Responsible for TTNIC TOYOTA, TD-Mobile business outsourcing software development, good at Java, JavaScript, PL/SQL, VBA technology. Built 20 million lines of data and finish the performance test, annual performance

is A.

## ➤ R&D Experience and Skills

---

- 1) Professional skills on Java and J2EE development, good knowledge and experience with SSH, MVC framework, review the part of Spring, MyBatis open framework source code, has the capability to do extension of original framework.
- 2) Professional skills on JavaScript, good understanding about JavaScript language features, closure; good knowledge and experience related to jQuery Mobile, AngularJS, NodeJS; good knowledge about HTTP, AJAX and HTML5.
- 3) Familiar with Linux operation and shell script, good at VM editor in Linux environment.
- 4) Has experience with C# and VBA, good practice with .NET framework LINQ, Lambda and Silverlight framework, has good experience and project practice with MVVM and TDD.
- 5) Good at PL/SQL and the features like cursor, temp table, dynamic SQL, have more than 1 year projects R&D experiences and DBA experience.
- 6) Have little experience related to Python.

## ➤ Carrier Certifications

---

- 1) Huawei HCNA-Cloud Service (Huawei Cloud)
- 2) Huawei HCNA-Storage
- 3) Huawei HCNA-Cloud

## ➤ Self-Assessment

---

Proactive, creative and self-directed, ability to learn new technologies, good ability to work under high pressure, experienced team lead.

Hobbies: Reading, Travelling, Gym.

Personal blog: <https://ethan-yu.github.io/blogs>