

# Mengran (Becky) Xie

430 Wood St. Apt750  
West Lafayette, IN, 47906

(765)637-5103  
betty1208xie@gmail.com

## EDUCATION

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Purdue University, West Lafayette, IN  
Majors in Industrial Management, Supply Chain, Information & Analytics  
Concentrations in Operations and Supply Chain Management, Management Information System  
**May 2016**  
**GPA: 3.62**

## LANAGUAGE AND SOFTWARE

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- **Language:** Native in English and Mandarin
- **Software:** R, SQL, Java, JD Enterprise, Showcase Query, Teamcenter, HTML, Access, Rational Rose, Eclipse, UML, Minitab, Microsoft Project, Photoshop

## PROFESSIONAL EXPERIENCE

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*Global Supply Chain Intern (Purchasing Department)* **May 2015 - August 2015**  
**Sullair Inc.** **Michigan City, IN**

- Ran 50 raw material usage forecasts reports utilizing Showcase Query and calculated estimated annual usage for both consignment and strategic suppliers.
- Integrated 7,000,000 pounds of raw material usage gathered from 26 strategic suppliers and leveraged the aggregated demand to negotiate fixed rate price with steel distributor to avoid extra surcharge costs of \$800,000.
- Requested new quotations of 1200 parts from the highest volume vendor and updated historical quotations for Kanban inventory in JD Edwards, which resulted in a \$60,000 saving.
- Facilitated the switch from wet paint supplier to powder paint supplier using due diligence for 20 value-added tank models to improve overall customer satisfaction and reduce customer complaints on warranted parts.
- Communicated with various parties in and outside of company to have qualified suppliers taking over the logistics and packaging of all aftermarket demand in order to eliminate 3rd party logistics' costs and ensure on time deliveries.

*Domestic Sales Intern (Domestic Sales Department)* **June 2014 - August 2014**  
**Amazon. Com, Inc.** **Beijing, China**

- Coordinated services offered to over 80 sellers by accurately inputting information in SALESFORCE and effectively responding to requests on production information page resulted in an improvement on customer satisfaction.
- Independently designed and uploaded detailed product information that is tailored towards sellers' needs for 120 A.O. Smith water heater models sold worldwide.
- Mentored 5 new interns about their job responsibilities and company core competencies to ensure effective onboarding training.
- Independently Photoshopped 90,000 pictures, recoded product links and transformed those pictures to URL links that are uploaded to backstage server to achieve more positive reviews and to boost sales.

*Business Development Manager (Domestic Sales Department)* **January 2013 - Present**  
**Beijing Brain Management Consulting Co. ltd** **Beijing, China**

- Assessed Brain's potential of being selected as APICS International Channel Partner and drafted multiple application materials.
- Facilitated communications between CEO of Brain Consulting and the Director of APICS New Partner Development by conducting long-distance meetings as well as by communicating via emails.
- Acted as Marketing Lead and leveraged Brain's client base to persuade APICS D.C. Chapter into entering Chinese SCP market.
- Gathered 250 clients to attend the CSCP/CPIM Introduction Program by inviting renowned APICS Certified Trainers.

## TEAM PROJECT

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**Coyote Logistics Case Competition** **Winner** **March 2015**

- As a team of 3, won a school wide case competition that emphasizes on the allocation of rest areas on highways from supply chain and finance standpoint
- Conducted economic feasibility analysis using Excel to calculate accretion costs and evaluated the accessibility of rest area locations to determine the optimizing location to setup Coyote Logistics' transportation route.

**Search Engine Optimization Analysis** **Team Leader/Information Analyst** **January 2015- May 2015**

- Utilized R to run Regression Analysis on 1000 keywords to estimate volume of traffic for a major search engine to determine how different factors of keywords can affect volume of traffic.
- Analyzed whether there is a significant impact of the presence of location or the brand of keyword on click-through rate (CTR) of a keyword by using Regression Analysis and setting up dummy variables.
- Calculated both the possible number of customers for a website based on CTR and customer's lifetime value based on churn rate, return on investment and customer referral value.

## CAMPUS INVOLVEMENT

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**Business Statistics (MGMT305)** **Grader** **August 2015 – Present**  
**Operations and Supply Chain Organization** **Member** **August 2014 – Present**