谢昆仑 / Kane Xie

医疗器械外贸 • 海外销售 • 海外市场开发

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湖北大学 · 产品设计（用户体验） · 2023.09–至今



求职意向 外贸业务 / 海外销售 / 海外市场开发

实习经历

北京春立正达医疗器械股份有限公司 2026.08–至今

外贸业务员 / 实习生

开展海外市场客户开发与外贸业务支持，聚焦俄罗斯区域潜在客户研究、初步触达及信息维护；同步学习骨科及相关医疗器械产品线，并参与展会与市场活动的资料、沟通和跟进工作。

- **俄罗斯市场客户开发：**围绕骨科医疗器械市场筛选经销商、进口商、医疗器械公司及采购相关角色，通过 LinkedIn、Facebook、Google 等渠道挖掘潜在客户并完成初步触达。
- **海外客户研究与跟进：**整理客户公司背景、主营业务、产品方向及联系方式，分析需求与合作可能性，为后续商务沟通和客户跟进提供信息支持。
- **产品与行业研究：**学习髋膝、脊柱、运动医学、创伤、内窥镜及口腔等产品线，结合海外市场需求梳理产品与竞品信息，建立医疗器械行业认知。
- **展会及商务支持：**参与医疗器械行业展会，完成展前客户信息准备、产品资料整理及现场客户接待与沟通，了解展会获客和海外客户开发流程。

相关实践

海外产品信息研究与 Listing 优化项目 个人项目

针对家居品类研究 Amazon、Shopee、AliExpress 等平台同类产品信息，比较产品卖点、价格、用户评价和页面呈现；完成产品主图思路、信息层级与英文文案的基础优化，形成海外信息检索、竞品观察与英文资料处理经验。

AI 辅助个人网站搭建（Vibe Coding） 个人项目

围绕个人职业展示需求，使用 Codex 等 AI 编程工具协助完成页面信息架构、双语文案整理、前端页面实现与样式迭代；通过 GitHub 管理源文件，并完成 Cloudflare Workers 部署及自定义域名接入，积累 AI 辅助开发与线上发布流程经验。

个人优势

- 英语沟通能力较好，能够进行英文资料阅读、信息检索及基础商务沟通，具备 CET-4、CET-6。
- 具备海外市场信息搜集、客户开发及社交媒体渠道使用经验，熟悉 LinkedIn、Facebook、Google 等海外信息渠道。
- 产品设计专业背景，具备用户洞察、产品理解、信息整理与视觉表达能力。
- 对医疗器械行业及海外市场保持较高关注度，具备较强的信息检索、学习和跨领域理解能力。

教育背景

湖北大学 产品设计（用户体验） 2023.09–至今

医疗器械产品线与市场支持

产品线	髋膝 · 脊柱 · 运动医学 · 创伤 · 内窥镜 · 口腔
业务支持	潜在客户筛选 · 公司背景研究 · 产品资料整理 · 展会客户沟通
海外渠道	俄罗斯市场研究 · LinkedIn · Facebook · Google

Kane Xie / 谢昆仑

Medical Device International Business · Overseas Sales · Market Development

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Hubei University · Product Design (User Experience) · Sep 2023–Present



TARGET ROLE International Business / Overseas Sales / Overseas Market Development

INTERNSHIP EXPERIENCE

Beijing Chunli Zhengda Medical Instruments Co., Ltd. Aug 2026–Present

International Business Intern

Support overseas customer development and international trade activities, with a focus on Russia-market prospect research, initial outreach and information maintenance. Build familiarity with orthopedic and related medical-device product lines while supporting exhibition and market activities.

- **Russia market prospecting:** Screened distributors, importers, medical-device companies and procurement-related contacts in the orthopedic device market; used LinkedIn, Facebook and Google to identify prospects and conduct initial outreach.
- **Customer research & follow-up:** Organized company background, core business, product focus and contact details; assessed needs and cooperation potential to support future business communication and follow-up.
- **Product & industry research:** Built working knowledge of hip and knee, spine, sports medicine, trauma, endoscopy and dental product lines; organized product and competitor information in relation to overseas-market needs.
- **Exhibition & business support:** Supported pre-show customer preparation, product-material organization and on-site customer reception and communication; learned exhibition lead-generation and overseas customer-development workflows.

RELEVANT PRACTICE

Overseas Product Research & Listing Optimization Project Independent Project

Researched comparable home-product listings across Amazon, Shopee and AliExpress, reviewing product propositions, pricing, user feedback and page presentation. Developed basic product-image, information-hierarchy and English-copy improvements, strengthening overseas information research, competitor observation and English-material handling.

AI-Assisted Personal Website (Vibe Coding) Independent Project

Used AI coding tools including Codex to support information architecture, bilingual copy organization, front-end implementation and visual iteration for a personal portfolio website. Managed source files with GitHub and completed Cloudflare Workers deployment with a custom domain, gaining hands-on experience in AI-assisted development and web publishing.

CORE STRENGTHS

- Strong reading, information-research and basic business-communication ability in English; CET-4 and CET-6 certified.
- Experience with overseas market research, prospect development and social-media channels including LinkedIn, Facebook and Google.
- Product Design background with capabilities in user insight, product understanding, information organization and visual communication.
- High interest in the medical-device industry and overseas markets, with strong research, learning and cross-disciplinary understanding skills.

EDUCATION

Hubei University Product Design (User Experience) Sep 2023–Present

PRODUCT LINES & MARKET SUPPORT

Product lines	Hip & knee · Spine · Sports medicine · Trauma · Endoscopy · Dental
Business support	Prospect screening · Company research · Product materials · Exhibition communication
Overseas channels	Russia market research · LinkedIn · Facebook · Google