

Aikemu Yilizhati

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WORK EXPERIENCE

Pacific West Systems Supply

Assistant Program Manager

Burnaby, BC

07/2022-11/2024

- Managed and controlled commercial ceiling tile program for **8 branches** in Western Canada, increased sales revenue by **53%** for the Edmonton branch and **36%** for the Vancouver branch. The program produced around **\$16 million** sales revenue from 2022 to 2024 YTD.
- Created a real-time purchase order tracking system and purchased over **\$8 million** worth of stock from vendors including [Rockfon](#).
- Coordinated logistics for materials and monitored progress against established project schedules provided by subcontractors or general contractors.
- Developed marketing strategy, created and built the **company's LinkedIn page** and promoted major projects I involved in BC and Alberta. Click to view: <https://www.linkedin.com/company/pacwest-ceiling-tile-suspension-program/?viewAsMember=true>.
- Prepared and submitted division 09 project bids to subcontractors or general contractors.
- Negotiated revisions, changes, and additions with architects, consultants, general contractors, and subcontractors about scope, RCP drawing, pricing, and substitutes.
- Acquired acoustical ceiling industry knowledge and now understand most of the current tile and grid systems being installed in North America.
- Developed and implemented control programs for inventory, major projects, regional pricing, and merchandise quality.
- Organized and provided product training for inside and outside sales representatives.
- Generated project leads from "[Constructconnect](#)" and analyzed Western Canada market trends based on current and future projects.
- Supplied high-profile projects including [Edith Cavell Elementary School](#), [UBC's Brock Commons](#) and [Sullivan Heights Secondary School](#).

The Home Depot Canada

Appliance Specialist

Burnaby, BC

09/2019-07/2020

- Once ranked the number 2 salesman in all Home Depot stores in Western Canada.
- Acquired appliances knowledge and consulted customers on appliance selections.
- Familiarized with placing orders, generating invoices, and fixing invoices in the system.
- Sold more than **\$540,000** worth of appliances in 8 months.
- Approached customers with fluent English and Mandarin.

Hardware Sales Associate

12/2017-06/2018

- Acquired general hardware and construction tools knowledge and developed sales skills.
- Provided recommendations for customers on home innovation projects.
- Provided genuine customer service and received two Homeowners Badge awards.

EDUCATION

British Columbia Institute of Technology

Business Information Technology Management

Burnaby, BC

09/2018-06/2021

- Developed applicable skills for data analysis, project management, business analysis and consulting and web applications development.
- Studied and gained experience in Python, C#, HTML, CSS, SQL, Tableau and Power BI
- Obtained Hands on project experience with enterprise resource planning software including SAP and Syspro.

FEATURED ACADEMIC PROJECT

British Columbia Institute of Technology

Safetrack (Web application Project)

Burnaby, BC

4th Semester

- Built a web application with ASP.NET framework to help people recognizing covid symptoms.
- Created multiple entities such as "Business", "Individual", "Visit", and "Report", users can fill out a survey and Safetrack will generate a report that will provide suggestions depending on the result of the survey.
- Developed two layers of data models for business owners and individuals, business owners have admin power, individuals have limited access. Individuals can go to "Visit" entity and fill out contact information.
- When individuals file reports, business owners will be able to view them as well.

SKILLS

Software: Tableau, Power BI, Visual Studio 2019, MongoDB, SAP, Syspro, BambooHR, Microsoft Office Tools.

Business: Clean driving record, B2B Sales, Project Management, Product Sourcing, Supply Chain, Acoustics, Commercial Construction Management, T-bar Estimating, Purchasing, Business Analysis.

Language: English, Mandarin, Uyghur.