

Weifei Zou

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EDUCATION: Temple University, Fox School of Business, Philadelphia, PA

PhD Student: August 2018~Present

Major: Management Information Systems

Michigan State University, Eli Broad College of Business, East Lansing, MI

Master of Business Administration: August 2016~May 2018

Major: Finance / Supply Chain Management

Shanghai Jiaotong University, School of Business, Shanghai, China

Bachelor of Arts: September 2001~July 2005

Major: Economics, International Economics and Trade

PUBLICATION:

- Yan, JK., D.E. Leidner, H. Benbya and W.F. Zou. 2018. "The Interplay between Social Capital and Knowledge Contribution in Online User Communities" *29th Australasian Conference on Information Systems (ACIS)*, Sydney, Australia.

ACADEMIC EXPERIENCE:

- Teaching Assistant, Michigan State University

PROFESSIONAL EXPERIENCE:

General Electric (GE) China, Shanghai, China

Commercial Operations Manager (Motors Asia)

6/2008-10/2013

- Took charge of operations of GE motor product lines in Asia, and led the development of new ERP systems for order operations as part of integration of GE Motors into GE Energy.
- Successfully launched XSD Ultra® 841, IEC Premium Efficiency Motors, into the Greater China region during a 14-month period with collaboration partners, contributing to a 32% market share growth.
- Developed a customized JIT (just-in-time) inventory plan, contributing to obtaining new customers and increasing sales revenue by 11% (\$20M).
- Restructured commercial operations team by hiring and leading a 6-member team, reducing on hand inventory from 20 days to 17 days and improving on-time delivery from 91% to 96%.
- Introduced sales strategy and trained sales representatives on offer preparation, business report writing and use of Salesforce, increasing order numbers by 15%.
- Developed new suppliers strategy and qualified two new suppliers, reducing sourcing cost by 6% and decreasing \$1M penalty risk.

Emerson Process Management China Co., Ltd, Shanghai, China

Project Manager

7/2005-4/2008

- Managed project stakeholders, suppliers and other divisions of engineering to deliver assigned project with an 8% improvement on the implementation schedule, and a 3% reduction of budget.
- Led cross-functional team members to execute BASF system upgrade project, delivering results on time and 2% below budget.