**个 人 信 息**

姓 名：李秀兰 性 别：女 籍 贯：山西

健康状况：良好 出生日期：1980.4 学 历：硕士

联系电话：18600463397

电子邮件：amylixiulan@163.com

**求 职 意 向**

* 气候变化、可持续发展、企业社会责任和绿色供应链管理及其他相关工作。

**工 作 经 历**

* 2015.1-现在 阿拉善SEE公益机构 绿色企业/供应链项目经理

**主要职责：**

* 根据机构发展规划和要求,设计、制定绿色企业/供应链项目总体目标、项目框架和实现路径，在此基础上制定、执行和管理年度工作计划和预算；
* 识别、甄选外部合作方，并对合作关系进行维护和管理，与外部合作方共同开发和实施绿色供应链、企业绿色转型和可持续发展等领域的活动和项目，确保机构绿色企业项目的有效管理和实施；
* 参与机构其他相关的大型项目和筹款活动的筹备和实施工作，以完成机构年度筹款目标和会员发展目标。
* 2012.12-2014.12 劳氏质量认证（上海）有限公司 气候变化和可持续发展业务经理

**主要职责：**

* 与潜在和现有的客户、合作伙伴、主要市场参与方及其他利益相关方建立联系，并有效管理各方合作关系；
* 在商业计划实施过程中，与公司各相关部门合作、沟通，以确保客户期望和需求得以执行，并根据客户合理反馈及时调整方案，保证商业计划有效实施；
* 根据公司策略，识别与气候变化和可持续发展相关的商业机会，如全球和国内碳市、企业社会责任、能效评估和改进以及其他相关领域，并为公司未来的发展策略提供建议和输入；
* 根据气候变化和可持续发展领域市场发展状况，为特定客户、产品和服务制定具体的开发计划，与其他相关部门合作，确保客户开发计划和产品、服务开发计划得以有效实施。并根据客户需求和公司策略，进行商业拜访，针对客户、市场和产品服务开发计划向目标客户介绍相关情况，编写产品和服务报价方案，与客户进行洽谈并签订合同，完成个人、团队和其他商业发展目标；
* 调查潜在市场发展状况和趋势、市场需求、可能的商业模式、竞争对手状况、潜在目标客户、投资回报以及市场准入条件，编写与气候变化和可持续发展领域相关业务的商业发展建议书，为管理层决议提供参考；
* 2011.12－2012.11 澳大利亚零碳公司北京代表处 CDM技术经理

**主要职责：**

* 管理CDM项目库，协调与项目业主、咨询方、DOE之间的关系，以确保项目按时高质完成；
* 跟踪并研究EB的方法学、方法学工具、规则、决议、指南等，为CDM项目的开发、注册、监测及核查核证做技术审核和指导；
* 对气候变化和各主要交易体系的政策和指令进行跟踪和研究。
* 2008.5－2011.11 英国瑞碳有限公司北京代表处 高级分析师

**主要职责：**

* 参与商业发展及谈判过程，为客户及市场开发人员提供项目风险识别和技术解决方案；
* 负责CDM项目开发的全过程，包括尽职调查、开发方案确定、基准线识别、额外性论证、项目设计文件编写、项目审定、注册、审核、监测指导及CER签发。
* 2005.7－2008.3 上海神工环保股份有限公司 工程咨询师

**主要职责：**

* 为市场开发人员提供技术支持，研究国内外城市固体废物处理技术及其现状和发展趋势；
* 参与项目建议书和可行性研究报告的编写及项目调研工作；
* 参与公司投资项目CDM的研究和开发工作。

**专业技能**

* 熟悉气候变化、国际和国内碳市场领域的相关情况及相关程序、规则、方法学和方法学工具，以及企业碳资产管理体系和方案的建立；
* 熟悉企业应对气候变化和可持续发展领域的政策、管理、财务和技术风险等的识别和管理，并能为企业绿色供应链改进、绿色转型和可持续发展提供解决方案;
* 能与潜在客户建立有效的合作关系，具备良好的市场分析和开拓能力。

**教 育 背 景**

* + 2002.9－2005.6 上海大学 环境与化学工程学院 环境工程硕士
	+ 1998.9－2002.7 山西大学 环境与资源学院 环境科学学士

**外 语 水 平**

* 通过国家六级考试。
* 能快速阅读英文专业材料及进行日常的写作、交流，具有较强的专业资料翻译能力。

**计 算 机 水 平**

* 熟练使用Microsoft Office 办公软件

**自 我 评 价**

专业知识基础扎实并有相关的工作经验，学习能力、接受能力很强，渴望挑战。具有良好的沟通协调能力，工作严谨踏实、积极主动、有责任心，具备良好的服务意识和强烈的团队协作精神。

**PERSONAL DATA**

Name：Xiulan Li Gender: female Birth date: 04/1980

Native place: Shanxi province Education: Master

Major：Environmental Engineering

Tel: 18600463397

E-mail:amylixiulan@163.com

**OBJECTIVE**

 To obtain a challenging position relating to Climate Change, Sustainable Development or CSR

**WORK EXPERIENCE**

January 2015-currently Society of Entrepreneurs & Ecology as Project Manager for Green Enterprise/Green Supply Chain

**MAIN RESPONSIBILITIES**

* Designing and formulating the green enterprise project and its target & achieving method following the layout and development of SEE Organization. And developing, implementing and managing the annual work plan and project budget;
* Identifying and liaising with the concerned programme partners (other NGOs, government institutions, the member companies and consultants) in line with the strategic goals and annual work plan of the project to initiate and implement the activities, research& analysis and capacity building associated with green supply chain establishment & improvement and the sustainable development of the companies;
* Effectively managing, monitoring and evaluating the project implementation and its financial operation. Meanwhile identifying its operational & financial risks and issues and finding the solutions;

December 2012-December 2014 LIoyd’s Register Quality Assurance/LRQA as

 Business Development manager for climate change and sustainability

**MAIN RESPONSIBILITIES**

* Building and managing relationship with the potential/existing clients, partners, market drivers and stakeholders, as well as establishing personal contact with key influencing personnel as required;
* Liaising with the internal functional areas during opportunity development to ensure client expectations and requirements are communicated and well executed, securing the business proposal is efficient and effective;
* Identifying new business opportunities associated with climate change and sustainability (including global carbon market, domestic carbon market, CSR, energy efficiency and other related sectors) in line with the company’s strategy and providing input to the future strategy. And conducting business visits and presentations, developing quotations and negotiating with the potential clients for quotes to contracts so as to achieve individual, team and other business growth targets;
* Investigating potential market demand, market tendency, business model, competitive analysis, targeted customers, potential investment return and market accessible conditions and then making business development proposals pertaining to climate change and sustainability sectors for management level’s decision prior to creation of full-blown commercial development plans;
* Creating specific customer and product/service development plans dedicated to the climate change and sustainability and cooperating with the other related functions to secure the plans well executed and effective.

December 2011-Novermber 2012 COzero -Beijing office as CDM Technical Manager

**MAIN RESPONSIBILITIES**

* Managing CDM portfolio by coordinating the relationship with project owners, consultants and DOEs so as to ensure the projects are accomplished with the high quality and efficiency;
* Keeping track of the methodology, tools, regulations, decisions and guidelines issued by EB, and providing internal technical review and guidance for the development, validation, registration, monitoring and verification of the projects;
* Keep following up the regulations and directives associated with climate change and emission trading systems.

May 2008-Novermber 2011 Arreon Carbon UK Ltd-Beijing office as Senior Specialist

**MAIN RESPONSIBILITIES**

* Participated in the business development process and business negotiation, and provided the comprehensive risk identification and technical solutions to the clients;
* Conducted technical and viable assessment for the underlying CDM projects, in particular methodology application, additionality assessment and the identification of other potential issues;
* Responsible for the entire process of CDM application including due diligence, methodology study, baseline identification, additionality demonstration, PDD writing, validation, registration and verification.

July 2005-March 2008 Shanghai Shengong Environmental Protection Co.Ltd

 as Engineering consultant for Waste to energy project.

**MAIN RESPONSIBILITIES**

* Provided technical support for the BD staff and conducted the research on current status and tendency of the Waste to energy technologies;
* Participated in the compiling of the Waste-to-energy project proposal and feasibility study report;
* Responsible for the CDM viability study and development of the projects invested by the company.

**Specialization**

* Good knowledge of the climate change, CSR, global/domestic carbon market and energy efficiency sector; And familiar with the carbon trading system, GHG verification and management;
* Competence to identify the management, regulatory, financial and technical risks of the enterprises associated with the climate change, sustainability as well as green supply chain and to provide the tailored solutions to help them address the risks and make a sustainable development future;
* Good competence for market analysis and development, the identification of the potential targeted customers and relationship buildup and maintenance.
* Good competence for the resulted-oriented project development & management. Good at documenting and analyzing innovative strategic and new approaches.

**EDUCATION BACKGROUND**

Sep.2002－Jun.2005 Shanghai University Master of Environmental Engineering

Sep.1998－Jul.2002 Shanxi University Bachelor of Environmental Science

**SKILLS**

   **English skill**:

Past CET6.

Have a good command of both verbal and written English.

   **Computer skills：**

Profound knowledge of all Microsoft Office applications

    **Certificates**

 Possess the certificates related to ISO14064, ISO14001, ISO9001, and OHSAS 18001.