

EDWARD BOSISTO

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I worked for the Mitchells Group for eight years in China, the United Kingdom and Luxembourg. The marketing and business management positions afforded me a wealth of experience in Eastern and Western workplace environments, and I developed a valuable and transferable skill set as a manager and problem solver. As a self-motivated, well organised, and incredibly loyal worker, I'm determined and excited to continue my personal and professional development. Since finishing at Mitchells I've pursued an interest in IT, working on projects in Python, full stack web development and machine learning so I can transition into a career in computer science. I recently became a Luxembourg citizen and I'm working in my own time to build a Django web application to assist regulated businesses in Luxembourg comply with the local regulator.

PROFESSIONAL EXPERIENCE

BRANCH MANAGER

7/2016 – 10/2020

Mitchells Europe | Mitchells Group, Luxembourg

In my role as Branch Manager of Mitchells Europe, I was responsible for the day to day operations of the European office of the Mitchells Group. My responsibilities also included:

- Expanding, fostering and coordinating all customer and supplier relationships in the EU region
- Supply chain coordination including sourcing suppliers, procurement and forwarding logistics
- Orchestrating all marketing and promotional activities for the Mitchells Group of companies, including all online and offline marketing materials, tradeshow research, enrolment and attendance, and face to face promotion
- Liaising with Accountants and Auditors to ensure financial reporting requirements were met
- Participation in the setting of the operations budget for Mitchells Europe
- Collaborating with Mitchells Group Senior Management to prepare, review and submit proposals and sales documentation to customers

Key Achievement: Assisting the Mitchells Group expand their global presence through the acquisition of the United Kingdom (UK) bulk material handling and engineering specialist, Guttridge, in 2019.

MARKETING AND COMMUNICATIONS MANAGER

11/2013 – 7/2016

Mitchells Europe | Mitchells Group, UK (11/2013-12/2015) and Luxembourg (1/2016-7/2016)

As the Marketing Manager, I oversaw all marketing and branding assignments for the set-up of Mitchells Europe. Once Mitchells Europe was established, my role progressed towards business development and procurement. My responsibilities also included:

- Managing all marketing and sales materials production
- Running all marketing communications, including Quarterly newsletters and email marketing
- Developing and maintaining a sound customer relationship management (CRM) strategy
- Coordinating the registration for, and attendance at multiple industry tradeshows throughout Asia, Africa, Europe and the Middle East
- Organising procurement and forwarding logistics of European parts for global use
- Handling all outgoing and incoming invoicing and financial documents for Mitchells Europe

MARKETING AND COMMUNICATIONS EXECUTIVE

4/2012 – 10/2013

Mitchells Equipment Co., Ltd | Mitchells Group, Beijing/Hebei, People's Republic of China (PRC)

As the Marketing Executive at the Mitchells Group headquarters, I led a small marketing team and was responsible for all marketing decisions within the company. My responsibilities included, but were not limited to:

- Redesigning, maintaining and updating the company website
- Designing and producing company product brochures

- Conducting competitor research
- Monitoring relevant potential trade shows
- Organising events for community outreach

EDUCATION

Higher Education	Details	Completed
Bachelor of Science (Genetics)	The University of Western Australia	2010
Computer Science		
CS50	Harvard University	2022
Deep Learning Specialization	5 courses in Machine Learning. Coursera, deeplearning.ai	2022
Javascript Certification	Udemy	2022
SQL Certification	Udemy	2022
Language		
Luxembourgish	Sproochentest, Institut National des Langues, Luxembourg	2021
Chinese	Hutong School, PRC	2011
Business Development		
Business Development Techniques	CPD Accredited Course. One Education, UK	2020
Sale Administrator Course Level 3	CPD Accredited Course. One Education, UK	2020

COMPUTER SCIENCE SKILL SET

- Github projects viewable at github.com/edbosisto/
- Python, HTML, CSS, JavaScript, C, SQL
 - Proficient with popular libraries and frameworks including Django, Flask, Pandas, Numpy, Tkinter, Beautiful Soup, Selenium, React and more.
- Machine Learning
 - Proficient with tensorflow, neural networks, deep learning, hyperparameter tuning, regularisation, optimisation, convolutional networks and sequence models.

WORKPLACE SKILL SET

- Effective decision maker and team leader/member
- Exceptional time management and record keeping
- Excellent English literacy and attention to detail
- In-depth knowledge and experience with supply chain coordination and logistics
- Conversational Chinese (Mandarin) and beginner French and Luxembourgish

INTERESTS & COMMUNITY ENGAGEMENT

- **Sports – Football, Running, Squash**
I love sport, with a deep-seated passion for Australian Rules Football (AFL). I have played for amateur AFL clubs including the Beijing Bombers (Club Captain 2013), the China Reds (competed internationally) and the London Swans. I'm currently a member of Gaelic Sports Club Luxembourg (Men's Football Manager 2018 – 2019). I also enjoy running in the Luxembourg forests and completed my first marathon in 2017.
- **Music – Bagpipes, Guitar**
I received a strong education in music in Australia, reaching the level of pipe major (bagpipes). I'm also a self-taught guitarist and vocalist and have recorded, mixed and released my own music.

Referees available upon request