

SIMON GUO



Responsibilities:

As a key facilitator of Wilson Learning located in Beijing, China, Simon focuses most of his effort in developing new business opportunities in terms of consulting, training and customer fulfillment, etc.

Professional Highlights:

Prior to working with Wilson Learning, Simon was the Vice President of Global Markets & Business Development, 21Vianet/Mintel, one of the major IDC-based telecom operators in China. Simon created the entire organization from scratch recruiting talent from global multinational companies.

Through his leadership, 21Vianet successfully acquired new clients such as HP, NEC, Sony, BT, etc. Simon Guo's contribution to 21Vianet is based on his years' of experience in working with global corporations together with his ability to standardize the operational models compatible to international practice.

Before joining 21Vianet, he had worked for Qwest Communications as the General Manager of International markets for four years, responsible for the development and execution of all marketing & sales strategies for the international channel. He successfully opened the Int'l Direct Sales distribution to the Pacific Rim in 1996 accounting for over \$100 million in new revenue. His organization also expanded into other international markets such as Russia, India as well as Arabic and the Hispanic countries while under his leadership. On many occasions, Simon was the winner of Circle of Excellence, President's Club, the highest forms of employee recognition in the company.

Prior to Qwest, Simon had worked for MCI Communications for more than five years as the General Manager of Asian Markets directly responsible for all aspects of design, implementation and management of sales & marketing programs targeting both consumer and businesses accounts.

He organized and expanded the Asian Direct Sales department into a nationwide sales operation, supervising seven territory managers covering 30 independent sales distributors.

Before Simon went to US for his master's study in 1989, he worked with CITIC as the assistant manager of PR department for over three years. He was the liaison coordinator between CITIC and the companies such as GE, Dupont, Dow Chemicals, etc. He also served as the English interpreter for Henry Kissinger, former UK Prime Minister Edward Heath, David Rockefeller of Chase Manhattan during their many visits to China.

Simon also serves as the board member of Asian American Association, and is the active speaker for the local IT Associations in Beijing.

Education

MA in Communications concentrating on Marketing & Public Relations, Northeast Louisiana University, USA.

BA of English concentrating on International Business Management, Beijing Second Institute of Foreign Languages

Graduation certificates on courses for International Trade and Finance, Beijing University of International Trade.

Wilson Learning
18 Jianguomenne Ave, Ste 1409, Henderson Center Tower 1
Beijing, China 100005
86-10-6518 6908 (6518-6910) Fax 86-10-6518-3527cl1370-123-1622
simonguo@usa.com