

# Eugenio (Yevgeny) Bam

bam10000@outlook.com

(39) 3770968408

---

## BACKGROUND OVERVIEW

Cross-cultural business professional and company founder with extensive experience in project management, corporate relationship building and commercial negotiation. Developed abilities to lead cross-functional teams, coach and train staff, establish partnerships and utilize creativity to solve problems efficiently. American citizen born in Saint Petersburg, Russia. Lived in Rome, Italy from 1990 until 2002. Based in Beijing, China since 2006. Fluent in English, Italian, Russian and Mandarin.

---

## EDUCATION

### Stanford Graduate School of Business

**08, 2017–10, 2017; Entrepreneurship and Innovation Certificate, Beijing Ignite Program**

Postgraduate coursework in core business skills, functional skills, idea commercialization and startup project-based assignments

### Peking University

**08, 2006–01, 2007; 02, 2008–01, 2009; Visiting Student**

Chinese Language and Culture

### State University of New York (SUNY) at Binghamton

**08, 2004–05, 2009; Bachelor of Arts, Summa Cum Laude: Economics, Geography and Urban Planning, Italian; Minor: International Studies; Honors Theses: “Housing Affordability in Urban China” and “The Short Stories of Luigi Pirandello”**

Overall GPA: 3.92/4.00

---

## SELECTED WORK EXPERIENCE

### Binghamton University Discovery Program, Binghamton, United States

(tutoring program within top-tier university in New York State)

**09, 2004–05, 2009; Tutor of Italian, Economics and Chinese**

- Helped students develop better studying skills

- Led group tutoring sessions of up to 6 students

### peTopia, Beijing, China

(pet industry e-commerce startup)

**12, 2017–Present; Founder**

- Responsible for formulation and implementation of corporate business strategy

- Conceptualized and developed company products

### DayDayUp, Beijing, China

(leading Chinese cross-border accelerator)

**12, 2017–05, 2018; Director, Head of Global Partnerships (reporting directly to company Founder and CEO)**

- Leveraged cross-cultural negotiation and project management skills to lower the costs of international real estate partnerships by up to 30% while maintaining prominent brand visibility for DayDayUp

- Identified and secured a financial advisory partnership agreement to simultaneously represent several startups to seek funding and sales contracts in China resulting in a 50% increase in the number of individual financial advisory engagements

### Jones Lang LaSalle Incorporated, Beijing, China

(global top 5 commercial real estate firm)

**01, 2015–04, 2017; Manager, Markets (Office Leasing), LEED Green Associate**

- Exceeded 2016 revenue target by 9% through creation of a marketing plan focused on local business development and outreach activities towards tenants and landlords

- Managed relationships with clients and generated cross-selling opportunities to other company business lines and geographies

- Executed a talent development program to mentor junior team members by helping them gain hands-on transaction experience

### CBRE Group, Inc., Beijing, China

(global top 5 commercial real estate firm)

**07, 2011–12, 2014; Senior Negotiator and Assistant Manager, Office Services, Tenant Representation**

- Received “Top Producer Award” within CBRE’s Beijing office in Q3, 2012 for completing largest size project

- Exceeded revenue targets by 5% in 2012 and 18% in 2013 through risk management and focus on projects with high earning potential

- Developed sales leads by leveraging market knowledge, personal networks, local business resources and corporate relationships

---

## COMMUNITY LEADERSHIP

### Beijing Jewish Film Week, Beijing, China

**11, 2014–12, 2015; Director**

- Led a diverse group of 10 volunteers and developed relationships with 6 embassy partners to organize a film festival in Beijing that was featured in a regional publication and attracted over 500 participants including prominent members of Beijing’s diplomatic community such as Israel’s Ambassador to China

- Negotiated with relevant government institutions

- Coordinated fundraising to fund the cost of the event and achieved a 13% surplus through cost cutting and resource maximization