

Zhi (ZL) Liu

China Client & Commercial Operations

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PROFESSIONAL PROFILE

China-based sales, client operations and market coordination professional with hands-on experience in customer acquisition, Forex and Gold client development, financial-market technology, AI-assisted workflows and technical problem solving.

I have worked with customers through telephone sales, online outreach and offline market development, while building practical knowledge in Forex, Gold, CFDs, Crypto, MT4/MT5, websites and APIs. I am most useful to international companies that need someone on the ground in China — for sales, customer success, market entry, sourcing, partner support or local representation.

EXPERIENCE

Forex Quantitative Technology — Independent

2024–Present · Shenzhen

Building a team and researching quantitative trading technology — moving from promoting the technology to building it.

- Building and running a live market-intelligence product: market terminal, decision-support tools and AI-assisted analysis
- MT4 / MT5 platform work and EA / automated trading research
- Forex / Gold / Crypto market data handling, data QA and anomaly review
- Strategy validation, backtesting and hypothesis testing
- Risk analysis and structured review, with approaches that fail validation documented rather than hidden
- Recruiting and coordinating a small team on quantitative research and product development

Founder — Forex & Gold Quantitative Technology Market Promotion

2013–2024 · Shenzhen

Twelve years in market promotion for forex and gold quantitative technology — the first two within a trading company, then running my own team and operation from 2015 to 2024.

- Led market promotion for forex and gold quantitative trading technology
- Built and ran outbound promotion: cold calling, online channels, client acquisition and follow-up
- Recruited, trained and coordinated a promotion team from 2015 onward
- Handled objections on risk, cost and trust — the real blockers in financial-market sales
- Kept a consistent follow-up cadence with prospects and existing clients by phone, messaging and WeChat
- Worked to volume and conversion targets in a high-rejection, high-pressure environment

Sales & Market Development

2008–2012 · Shanghai

Customer-facing sales, channel development and market development across environmental products and FMCG-related business.

- Ran outbound telephone sales and cold outreach to new business customers
- Developed distribution channels and customers through both online and offline routes
- Covered wholesale markets and prospective clients in person to open new accounts
- Managed lead follow-up and after-sales relationships to keep accounts active and reordering
- Built practical skill in sales communication, negotiation and objection handling

SELECTED WORK & PROJECTS

Dapex Labs

Independent FinTech Project · Live / Active Development

A live fintech and market-intelligence product covering Forex, Gold and Crypto: a market terminal with decision-support tools and AI-assisted analysis, built and operated independently and still under active development.

Visit Live Product: gfil-lab.com/

Forex / Gold / Crypto · Market terminal · Decision-support tools · AI-assisted workflows · Multilingual product · Product & technical ops

Cannon Studio

Previous Independent AI Creative Web Product

An AI creative web product built around image and video generation workflows, shipped as a multilingual international site with its own search and AI-discovery strategy.

AI creative web product · Image / video generation workflows · Multilingual international web product · SEO / GEO · Web operations

Quant Trading Research & Validation

Ongoing Research Program

A structured research program across Forex and Gold: hypotheses turned into MT4/MT5 implementations, backtested, checked for data quality and risk, then validated or documented and set aside.

Forex / Gold · MT4 / MT5 · EA strategy research · Backtesting · Data QA · Risk analysis · Structured validation · Failed approaches documented

AI-Assisted Product & Technical Operations

Cross-project workstream

The working method behind the projects above — AI tools for repository and document analysis, code and test review, documentation and API troubleshooting, plus day-to-day web and server operations.

ChatGPT · Claude Code · Codex · DeepSeek · AI agents · Code & test review · Technical documentation · API / JSON · Windows / Linux / PowerShell · Web ops

TOOLS & WORKING KNOWLEDGE

Markets: Forex · Gold · CFDs · Crypto · MT4 · MT5 · Market Data

AI: ChatGPT · Claude Code · Codex · DeepSeek · AI Agents · Prompt Engineering

Technical: Windows · Linux · PowerShell · Git · JSON · REST APIs · WebSockets

Business: Cold Calling · Lead Generation · Customer Follow-up · Client Communication · Sales Support · Market Research · CRM Concepts

China Desk: Customers · Partners & Suppliers · Sales Follow-up · Market Research · Local Coordination

OPEN TO OPPORTUNITIES

Open to remote, contract and full-time roles with international teams — especially work connecting global companies with customers, partners and operations in China.

Full-Time Roles: Customer Success · Client Operations · Sales Support · Account Management · Business Development · Customer Support · Commercial Operations

China-Focused Roles: China Market Entry · China Representative · Partner Operations · Sourcing / Supplier Coordination · China Operations

Flexible: Remote · Contract · Part-time · China-based International Roles

Historical / informational only. Not investment advice.