

From a Country Girl to a Businesswoman: Hard Work Leads to Her Success

By Meng Lingshu

She is a girl who was born in a rural village and grew up with seven siblings.

She is also a business woman who runs a foreign trade company which conducts business across more than 20 nations.

Without a degree in business or trade, she manages to become a role model for many modern women. For her, there are always lots of stories to tell...

Improve Herself in Every Way

Annie has seven sisters and brothers, bringing great living burden to her parents. In order to relieve their burden and give her sisters and brothers chances to go to school, Annie chose to drop out of university. There is a common saying in China, "Poor children are early masters." Annie entered the society when she was 21 years old while most Chinese students graduated from university at 23 or 24.

Annie started her career as a seller in a trade company specializing in domestic market. She was less educated than her colleagues, but she did not underestimate the importance of knowledge and hard work. With her talents alone, she became an excellent seller and got paid over \$1,439 (≈RMB 10,000) per month. Earning above-average salary, she felt satisfied enough with her life.

However, as time goes on, Annie began to feel stressed. She wanted to achieve more: do some greater things such as transferring her focus from domestic trade to international trade.

Everything, even her life has changed since Annie travelled to Dubai. In 2015, it was a chance that Annie was invited to an exhibition in Dubai, before which, she hadn't attended any cross-border business activities. She got to know many things that she had never heard before. "I felt like I am a villager", she suddenly realized that she had many things to learn. She needed to do research on local products and also improve her language skill. The great challenge did not depress her but made her become full of ambitions.





After practicing English and Arabic for hours every day, Annie could gradually do business without language barrier. Besides, learning new languages improved her thinking skills and openness too. It became easier for her to adapt changes in her life. She drove 4 to 6 hours every day from Arabic to Ajman for business and in 2017, she finally set up her own company in Dubai.

Annie used to be a credulous girl. She treated it as a great personality until being betrayed by her 'friend', a Sri Lankan woman that Annie met in Dubai. This woman lied to her that she had great difficulty to operate the company and asked to borrow a large amount of money from Annie. As a businesswoman, Annie felt empathetic to her, and gave almost all her property to this woman without hesitation. She had never thought of betrayal would happen to her, but the fact was such in this case.

This experience made Annie hit the rock bottom and lose faith in everything including herself.

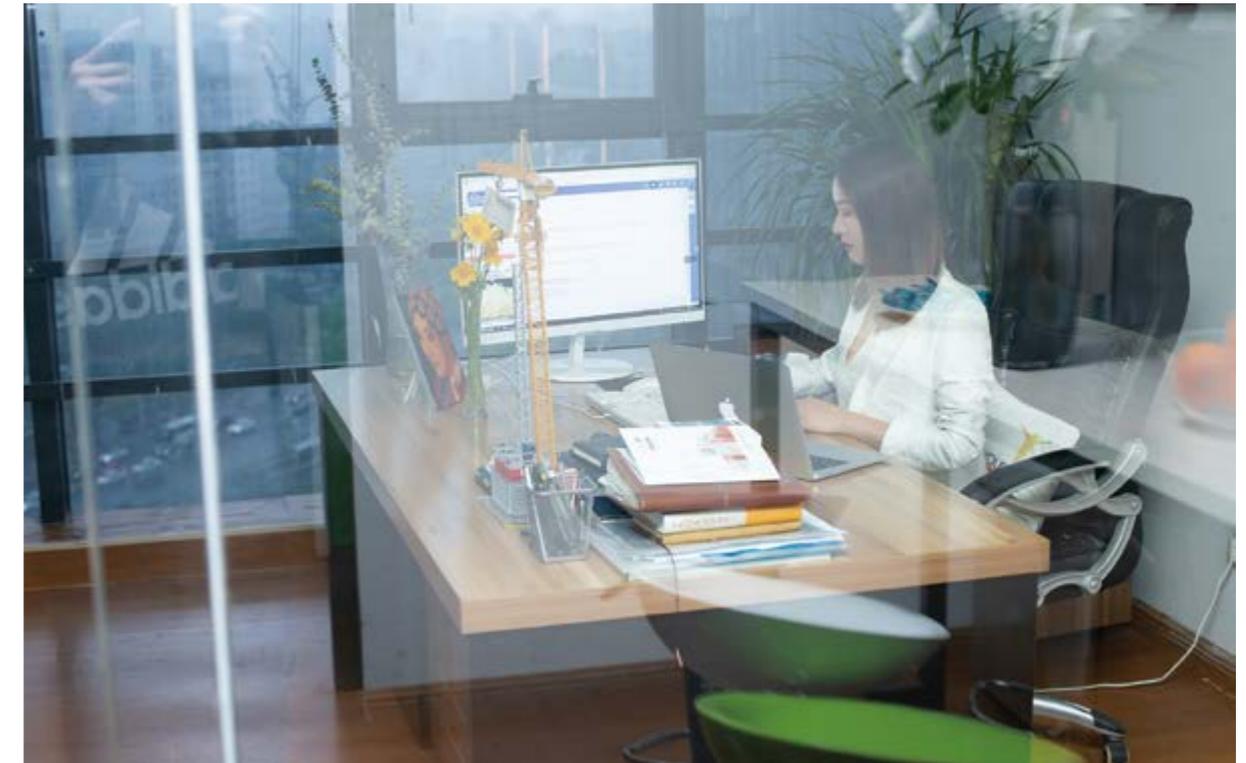
Nowadays, she feels grateful to this special experience. She learned from this lesson, stepped out of the

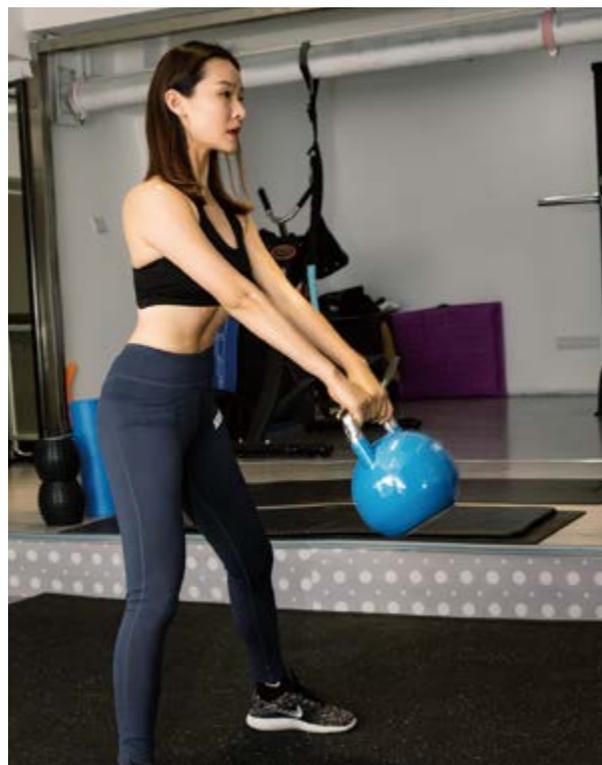
Utopia and realized the cruel truth of the society. This sort of pain prompted her to learn the way to deal with people in business and society. "Trust stems from sincerity" became her principle and helped her grow into a successful business woman.

The Spirit of Craftsmanship

In order to promote China-Made products, Annie went back to China, reorganized her company, stepped into construction field and participated the international trade field. For her, doing business with foreigners means that her behaviors and products would present China to some extent. Therefore, Annie has been paying much attention on their exported goods.

Although it was her first time to do business in construction, she hired several employees who are professional in this field. They travelled around China, visited hundreds of factories and compared their products with patience. Annie always carries a notebook with her to note down everything she learned.





Meanwhile, Annie also holds numerous meetings to decide the final products. She always tells her employees that they are working in a trading company, not a factory. They must conduct adequate market research and bring the best Chinese products and service to foreign buyers.

At present, with their unrivaled depth of experience in construction field, Annie and her team are trusted by the buyers from more than 20 countries to purchase the construction spare parts and equipment. The more love in this job, the more focus in this field.

Office Lady: Get the Balance between Work and Life

If you have a tight schedule every day, what time will you get up?

Will you set an alarm in the early morning but grope for the snooze button when it rings and drift off again?

If I told you Annie get up at 4.00 am every day, what do you think? It sounds crazy, isn't it?

Let's have a look at the daily schedule of Annie:

Time	Activity
4.00 am	Get up
4.20am - 4.30am	Read a piece of long-form news article.
4.30am-5.30am	Run outdoors and listen to podcast simultaneously
6.30am-7.30am	Have breakfast
7.30am-6.00pm	Work for a whole day
6.00pm-9.00pm	Enjoy the spare time with family and friends
9.00pm	Go to sleep

Apart from the remarkable wake up time, going to sleep at 9pm is not achievable for most Chinese young people, who may just get off work or start night life. Annie has been following this schedule for two years although sometimes he also wants to be lazy like most people. Whenever she wants to break the schedule, some words would pop into her mind: "You have to improve yourself. If you stop, you will lose."

Nevertheless, Annie has a colorful lifestyle in her spare time. Mountaineering is her favorite way to kill time. She always feels excited and inspired when she stands on the top of the high and precipitous mountains. She jokes that her adrenal glands will produce more adrenaline when she challenges a more dangerous mountain.

Last year, Annie climbed a 5,395m snow mountain. The valley was hard and steep, and the surface was challenging. It took her two days to reach the summit and she even cried during the climbing. However, the feeling of "reaching the top of the mountain and holding all hills in a single glance" is precious. Moments like this encourage her to keep moving forward in her life and career.

"I don't think I am weaker than any male climber on the mountain or worse than any colleagues in the workplace. In order to be able to compete with them, I study hard and integrate physical exercises into my daily life. Only by doing these can I not regret anything in my life."

"I will appreciate myself at the end of my life for not giving up at a young age and living with all my might while I do live." 

