

Haiyan Wang – Biography



Haiyan Wang is Managing Director of China India Institute, a Bethesda, Maryland based research and consulting organization dedicated to cultivating a deeper understanding about China and India among corporate leaders and helping them develop more effective China and India related global business strategies.

She is responsible for overseeing the organization's strategic direction, research and consulting focus, and all program activities.

A native of China, Ms Wang has spent the last twenty years consulting for and managing multinational business operations in China and the United States in several different industry sectors. Drawing on her broad international experience, she consults with clients and speaks at conferences on building and exploiting global presence, especially in China. Her recent co-authored article titled *Getting China and India Right* was published by *The Wall Street Journal*.

Ms. Wang was among the first batch of Chinese to study international business shortly after China embarked on economic reforms and opened its doors to the outside world. In the mid-1980s, she published several papers on China's foreign trade reform in Chinese journals such as *International Business* and *International Trade Tribune*.

In the late 1980s, Ms. Wang worked for China National Metals & Minerals Import & Export Corporation ("Minmetals"), a state-owned conglomerate with a 2005 turnover of \$17 billion. At Minmetals, she was responsible for importing steel to supply China's auto, petrochemical, and appliance industries.

In the United States, Ms. Wang began her career working as a management consultant with Princeton, NJ based Kepner-Tregoe, Inc.. She was responsible for facilitating strategic decision-making, complex project management, and organizational process redesign. Her clients included some of the largest corporations in the U.S. and Asia including Johnson & Johnson, Corning, Sprint, and the Singapore-based Far East Ship Yard.

Ms. Wang also served as Director of Business Development at E-Steel Corporation, a New York based pioneer in online trading and e-marketplace technology enabler in the global steel industry. At E-Steel, she led the company's efforts to form partnerships between the company and top Chinese steel producers such as BaoSteel.

Ms. Wang co-founded Giftonline.com, an online gift destination for consumers and served as a senior marketing and operations executive at PTI Inc., a global manufacturer and wholesaler of home décor products with supply chain operations in the US, China and Vietnam. She helped to realign the company's strategic focus to service top retail chains such as Target, IKEA, Kohl's, and J.C. Penney.

Ms. Wang received a bachelor's degree in Economics from the Shanghai Institute of Foreign Trade and a master's degree in International Business from the University of International Business and Economics in Beijing. She also holds an M.B.A. (specialization in Marketing) from The University of Maryland at College Park.

Ms. Wang currently lives in Bethesda, Maryland with her husband and twin daughters, Anjali (a Sanskrit/Hindi name which means "tribute") and Meili (a Chinese name which means "beautiful").