

Bob Qiu (Qiu Shaochuan)

China Sourcing & Supplier Coordination | Consumer Product Research

For Upwork inquiries, please contact me through Upwork Messages.

China-based professional combining overseas consumer research with Chinese supplier coordination. I help clarify product requirements, establish supplier relationships, review supplier documentation and follow through on orders. My supplier connections cover pet products, outdoor products and furniture.

Relevant capabilities

- Chinese supplier search and introductions
- Sample coordination and requirement-based product review
- Supplier qualifications and certification-document review
- Consumer interviews, feedback analysis and product strategy
- Product requirements and Mandarin supplier communication
- Negotiation and factory-visit coordination
- Order and container-shipment follow-through

Selected client project

Completed client project · Anonymized case

A Brazilian client: from requirements to shipment

I supported a Brazilian client in connecting with Chinese suppliers and progressing the project through factory discussions, order completion and container shipment.

- Clarified product needs and communicated requirements to Chinese suppliers.
- Identified suppliers, established introductions and facilitated negotiations.
- Reviewed supplier qualification materials and manufacturer certifications.
- Helped streamline factory-visit arrangements and communication with manufacturers.
- Supported successful order completion and container shipment.

Outcome: the client completed the order and shipped by container. My role combined supplier introductions, requirements communication and coordination through the transaction.

Research & product experience

Independent research consulting

Consumer Research & Product Strategy

May 2025 - June 2026

- Delivered category, customer and competitor research across pet, furniture, storage and outdoor products.
- Helped cross-border teams build research workflows and AI-supported research procedures.

Shenzhen Maining Innovation Technology Co., Ltd.

User Research Engineer / Assistant to Product Director

May 2023 - May 2025

- Progressed from an internship into user research and product-strategy responsibilities within a multi-brand consumer-products business.
- Translated market analysis, customer feedback and interviews into product requirements and development decisions for backyard poultry products and pool accessories.

Working languages

Mandarin and English. Independently conducted English-language user interviews; interview experience spans nine countries.

Research methods

Consumer interviews, qualitative research, market and competitor analysis; SPSS, Stata and R.

Education

B.A. in Sociology, Guangxi Normal University, 2019-2023. Ranked first in a cohort of 62; recipient of the National Scholarship.

Working arrangements

English and Mandarin communication. Project-based or part-time collaboration, with availability and factory-visit coverage agreed for each project. Sample, travel, freight and third-party inspection costs are itemized separately when relevant.