

Roger Chun

Corporate Consultant

City, State | 000-000-0000 | email@email.com

Summary

- Demonstrating strong interpersonal/leadership skills, creative thinking and the ability to foster innovation to capture bottom-line value.
- Outstanding customer relations and people skills.
- Positive and optimistic team player with the skills to contribute new ideas and business solutions in today's challenging global environment.

Work Experience

Daimler AG

2016-07 - Present

Corporate Consultant

- Teaching, developing, leading, and motivating a team.
- Management and recruitment of Sales, IT, Human Resources, Logistics, Legal, and Accounting Departments.
- Brand marketing and project managing of new services and products generating new sources of revenue.
- Supervise and coordinate activities to ensure that department goals are met and surpassed.
- Facilitate events to ensure effective communication and provide team members with information and resources.
- Development of products using Cause Related Marketing by implementing Non-traditional Revenue to promote the client's products and services.
- Assess market, customer and competitive trends and translate into strategic advice for executive management.
- Establishing business relationships with governments and corporations through networking.
- Properly analyzing and communicating sales results, productivity, and quality.
- Managing and evaluating direct reports through mentoring, providing feedback, and driving results.
- Development and execute the salary, bonus and commission package for sales teams.
- Marketing and development products and services.
- Registration, licensing for representation, WFOE, and joint ventures.
- Government documentation for companies entering the country with JV receiving government grants and tax incentives.
- Consulting in the direction of a timely and accurate preparation of all financial and management reports, including income statements, balance sheets, reports to shareholders, tax returns, and reports for government regulatory agencies in accordance with the requirements of a publicly traded company.
- Assisting the CEO to issue press releases, aimed at improving the company's image and protecting its interests.
- Assisting senior management in developing budget, profit and loss models for future periods.
- Overseeing compilations of actual operational and financial results.
- Reviewing and analysis of operating and financial data for sales performance and trend analysis.
- Reviewing and selection of company insurance coverage and policies.
- Maintaining and controlling company contractual agreements.
- IPO and mergers & acquisitions.

US Tech Solutions

2016-07 - 2017-06

Business Consultant

- Provided real-time language support in corporate, government and private environments in the sports/entertainment, high-tech, legal and international trade sectors.
- Implemented real-life, multi-discipline localization solutions.
- Created and delivered real-time back-end solutions, end users and sales partners with billing, technical and operational issues.
- Managed workflow, sales, retention, commerce and e-mail assistance requests, and disputes.
- Provided high-level technical sales presentations and quotes to business owners, C-level, and decision makers.
- Established and directed new import/export operations with multi-language sales staff and key partners.
- Scheduled and intermediate international business meetings for C-level executives.
- Customized and procured international travel support with logistics, visas, passports, and permitted for trade shows, conferences, and exhibits.

Edward Jones Investments

2015-09 - 2016-06

Financial Consultant

- Trained employees and directors with the reporting system, establishing a telephone service unit, and implementation of online forms for the management of investment capital funds utilizing SAP and Siebel technology along with the development of an inbound customer service call center programming and tracking system.
- Managing, training, and implementation with project managers in the department.
- Development and Implementation of Credit Scoring System for review and execution of Hedge Funds lending to institutions and development projects.
- Developed the alliance with the local, state, and federal government officials concerning developer's interest in the area.
- Delivered debt placement and acquisition financing for the permanent, construction and repositioning in addition to joint venture equity.
- Coached sales staff to increase market share.
- Development and execute salary, bonus and commission package for sales teams.