



Adam Hung 洪麒展

About

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Sales Specialist with 2.5 year of experience B2B & B2C field industry. I focus on creating a better user experience by installing and testing user interface elements in Adobe XD, Figma, Webflow, and WordPress.

Personal Highlights

- 2 years of experience in English full-time lecturing (NTSU Baseball team premiere lecturer)
 - Advised more than 30 major Taiwanese export industries
 - Monthly sales of over NT\$ 250,000, with a peak of NT\$ 320,000 in a single month
 - Ranked top 3 in the sales performance of the northern region twice.
 - The single was successfully uploaded to YouTube 2 years later and has received more than 270,000 views.
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Working Experience

Alibaba.com 2022. Aug - 2023. Apr

E-Commerce Customer Consultant / B2B Sales Consultant

Responsibilities:

- Match and develop well-known export-oriented enterprises in the central region and other regions.

Achievements:

- Completed total sales orders of NT\$ 8 million within six months.
- Advised more than 30 major Taiwanese export industries (CNC, large parts machinery, auto parts, etc.)
- Organized more than 30 Alibaba enterprise summits within one year (U.S. Enterprise Forum, New Southbound Southeast Asian Enterprise Forum)

Skills Learned

- CRM enterprise customer training
- Organize summit (enterprise forum, briefing) activities.
- Telephone development skills & order conversion skills cold call technique
- Assist enterprises in planning and formulating a 1-2-year export enterprise blueprint.

Immense Digitize Engineering Co, Ltd 2022. Aug - 2022. Mar.

Marketing / Sales Engineer

Responsibilities:

- 2021 Taipei Automation Exhibition Executive Director (PM)
- Develop marketing proposals for AOI AGV customers.

Skills Learned:

- Website content writing, Chinese and English press release writing, ERP AOI AGV, CRM
- Graphic Design & Copywriting
- Product Strategy and Roadmaps
- Social Media Growing Strategy
- Commercial Exhibition Planning & Storytelling
- Excel form (BOM, WBS, quotation form, etc.)

Modern Curtain 2021. Dec - 2020. Sep.

B2C Sales Business / Sales Consultant

Project:

- Successful cases: Hsinchu Fengyun Tech Park, Chuker Run long, Fuyu Dongfeng Pearl

Achievements:

- Monthly sales of over NT\$ 250,000, with a peak of NT\$ 320,000 in a single month.
- Achieved total sales of NT\$ 1.1million for three consecutive months. Ranked top 3 in the sales performance of the northern region twice.

Skills Learned:

- Developing unfamiliar businesses in large-scale construction projects in the Hsinchu and Taoyuan areas
- Customer Business

ODC Design. Co., Ltd. 2020. Jul. - 2020. Sep.

Brand Marketing Intern

Project:

- Sam Lee's personal tennis brand Line & SAM LEE brand copywriting and website design conception
- Planning and conception of the theme brand plan and image for Taichung MRT Station (preliminary proposal)

Achievements:

- Successfully produced a Line brand proposal in 5 weeks for Sam Lee's reporting.
- The Single was successfully uploaded to YouTube 2 years later and has received more than 270,000 views.

Skills Learned:

- Effective writing of copy content and executing responsible company project plans to achieve good project cooperation skills and effective communication with the team.
 - Cultivate design skills and learn PR, AI, video editing, and design software, and understand basic UI/UX design logic.
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Education & Skills

National Taiwan Sport University

Bachelor of Industrial Sport Management 2017-2021

Language Skills

- English: Proficient
- French: Intermediate TOEIC 830 / DELF B1

Digital Skills

PS / GA / AXD / AI / Figma / Html/ CSS / PPT/ WORD /EXCEL

Dear Hiring Manager,

My name is Adam, and it is with great enthusiasm that I apply for either the **Global Customer Success Manager or Sales Representative** position in GiftPack. I graduated from NTSU in Taoyuan, majoring in Leisure Sport Management. During my time on campus, I developed a wide range of experience in the fields of **Digital Marketing, Event Planning, and Business Communication**.

In addition to the skill set gained through courses, I lectured one of the most iconic baseball teams in college, NTSU Taiwan Beer Baseball Team, as a proficient English speaker. During my **2 years as an English lecturer**, I taught over 15 students, facilitating their ability to articulate daily conversations with minor league baseball teammates, administration, and executives with decent fluency.

Furthermore, I carried my ability and applied it to my first internship in Taipei ODC Design. At the company, I used my expertise in digital marketing, copywriting, event planning, and communication skills. In the three-month time span, I delivered a decent project for Sam Lee's tennis brand and new music video - Face, which has **converted over 200 thousand views on YouTube to date**. As a Marketing/Sales Engineer, I developed marketing proposals for AOI AGV customers and contributed to the process planning for Haifu Precision Industry (medical wheelchair). I gained expertise in website content writing, Chinese and English press release writing, ERP AOI AGV, CRM, graphic design, copywriting, product strategy and roadmaps, social media growing strategy, commercial exhibition planning and storytelling, project managing cross-departmental project communication and integration capabilities, and Excel form (BOM, WBS, quotation form, etc.)

Regarding my sales competence, I have managed around **2.5 years of experience**, engaging in **B2C and B2B Sales Development respectively**. At Modern Curtain, I achieved **monthly sales of over TWD \$250,000 on average per month, with a peak of TWD\$ 320,000 in a single month**, and achieved total sales of TWD\$ 1.1 million for three consecutive months. I also **ranked in the top 3 in the sales performance of the northern region twice**. I developed expertise in developing unfamiliar business in large-scale construction projects in the Hsinchu and Taoyuan areas, customer business, solving professional and demand issues in consumer purchasing experience from a consultant's perspective, and cultivating personal sales closing skills for end consumers.

In my previous role as an E-Commerce Customer Consultant B2B Sales Consultant, I assisted manufacturers, traders, distributors, and large-scale wholesalers in Taiwan's central region to **achieve total sales orders of NT\$ 8 million within six months. I advised more than 30 major Taiwanese export industries** such as CNC, large parts machinery, and auto parts. I also organized more than 30 Alibaba enterprise summits within a year, including the U.S. Enterprise Forum and New Southbound Southeast Asian Enterprise Forum.

With my demonstrated capacity to perform in both positions, I understand myself to be a good fit for this job. Additionally, I am passionate about this job, and I hope to discuss this position and my qualification. Please contact me at the above contact information at your convenience. I thank you for your time and attentiveness, and I look forward to hearing from you.

My gratitude,

Adam