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| Adam Yang | 217.550.2667  adamcy99@gmail.com  linkedin.com/in/adam-yang |
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| **History of orchestrating successful sales strategies**  and marketing initiatives designed to increase revenue.  Strong background in retail sales.  **Inventory planning, branch management, and operations oversight experience,** with nine years in progressive roles with large regional chains.  **Refined relationship-building skills** and experience  working collaboratively with vendors and customer-facing sales staff.  **PROFESSIONAL EXPERIENCE**  **International Business Machine**  Product Yield and Characterization Engineer, March 2016–Present  Joined as Assistant Manager, promoted rapidly through a series of increasingly responsible management positions based on strong financial, operating, and team Leadership performance. Currently manage 160-plus employees at six regional locations.   * Increased profit $5 million amid tough economic pressures. * Reduced absenteeism 47% and turnover 35% with strategies  to recruit, train, and retain high-quality employees. * Implemented next-generation POS technology. * Reduced annual purchasing costs 3.5%.   **Manager, Multiple Store Locations**  Boaters World (Virginia/Maryland Regional District), 2007–2011  Coached and led a 13-store district with 150 employees. Educated customers on products and provided customized solutions for increased sales. Drove growth by focusing on customer service, merchandising, and teamwork.   * Launched new safety product in response to regulatory requirements and sold $2 million in first year. * Cut operating budget 20% by implementing cost-saving initiatives. * Received three “Top Sales Producer” awards. Ranked No. 4 out of 214 sales associates nationwide. | **EDUCATION**  **Georgia Institute of Technology** *Graduated: Dec 2015, GPA: 3.80/4.00*  Master of Science, **Electrical Engineering**  Minor in **Computer Science**  **University of Illinois at Urbana-Champaign** *Graduated: May 2014, GPA: 3.53/4.00*  Bachelor of Science, **Electrical Engineering**   * *Graduated with Honors* * *Dean’s List*   **Leadership Experience**  Chi Sigma Tau Fraternity, 2010-2014  Dale Carnegie Leadership Training, 2010  Boy Scouts of America, 1998-2010  Eagle Scout  **SKILLS**  Merchandise Planning  and Allocation  Financial Planning  and Profit Analysis  POS Software  (Lightspeed, ShopKeep)  Inventory Shrinkage Control  Sales Coaching  QuickBooks  Multisite Retail Operations  Merchandising Standards  Vendor Relations and Negotiation  Employee Training  and Development | |