

# Sophia M. Flood

Current Employer	Süd- Chemie AG (Clariant AG)
Location	Shanghai, China
Position	Global Key Account and Marketing Specialist
Email	sophia.m.flood@gmail.com
Phone	+86 15 22 1411 445
Language Skills	German (Fluent), Chinese (Beginning)

## EDUCATION

### University College Dublin, Ireland

2007 - 2011	Bachelor of Commerce International & German (B.Com Int.)
Grade	2 <sup>nd</sup> Class Honors

### Universität Regensburg Bavaria, Germany

2009 - 2010	Erasmus year abroad, German language and Commerce studies.
-------------	--

### Rathdown Boarding School Dublin, Ireland

2001 - 2007	House Captain, School Prefect, Academic Award for Junior Cert English
-------------	---

## Employment History

### Clariant/Süd-Chemie

(June 2011 - Present)

#### Position Global Key Account and Marketing Specialist

**Job** Value Analysis, Price Analysis, Monthly Chinese Market Reports reported company-wide, contact in China for French, American, Indian, and Australia marketing groups, as well as Global Key Account Managers representing major pharmaceutical clients including Astra-Zeneca, GSK, Bayer, Roche, Merck, and Pfizer.

Recent Business Events:

Sales Conference with Global Team: Goa, India

Training in department headquarters in Paris France: R&D, Marketing & Production

Training: Miller & Heiman: Green & Blue Sheets

### Flood Group/Flood Flooring LTD

(May/2009 - September/2009)

#### Position Sales Intern

**Job** Member of a Sales Team for the Irish market, responsible for generating sales leads across existing and prospective customers in the commercial, industrial and private housing sectors.

### Flood Group/Flood Flooring LTD

(May/2006 - August/2006)

#### Position: Administration Assistant

**Job:** Office administration and fielding customer enquires

### Harris Hino /J Harris - Assemblers

(June/2008 - August/2008)

#### Position: Warranty Department Intern

**Job:** Managing customer complaints, observing and identifying reoccurring trends in order to take corrective action in problematic areas.

### Hockey Coach Rathdown Hockey Club

(September/07 - April/08)

## Additional & Volunteer Experience

**MS Ireland** Created a link between Hillcourt House & Rathdown which is still evident today in order to generate donations for MS Ireland long term.

**University Societies** Commerce and Economics Society, UCDEnts, Hockey Society

**Piano** Royal Irish Academy of Music Grade 4

**Elocution** Guildhall Board of Speech & Drama Grade 2

## Travel

**India (2010)** Mumbai - Goa - Ernakulum - Kerala - Mumbai

**America (2010)** Boulder, CO - San Francisco - Las Vegas - LA - Malibu

**Europe (2008)** Bratislava-Vienna-Budapest-Hvar-Dubrovnik-Budva -Montenegro-Belgrade-Lake Bled, Slovakia-Venice-Florence-Nice-Paris-Barcelona

**Middle East (2007)** Abu Dhabi - Dubai