

Well-qualified Full Stack Developer familiar with a wide range of programming utilities and languages. Knowledgeable of backend and frontend development requirements. Able to handle any part of the process with ease. Collaborative team player with excellent technical abilities.

Complex problem-solver with an analytical and driven mindset. Dedicated to achieving demanding development objectives according to tight schedules while producing impeccable code.

## Work History

|                      |   |
|----------------------|---|
| 2018-09 -<br>2020-06 | <div><b>Sales Engineer</b></div> <div><i>Advantech Corporation, Milpitas, CA</i></div> <ul style="list-style-type: none"><li>Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries.</li><li>Analyzed marketing data, including market trends, competitor performance and product strengths.</li><li>Reviewed all customer inquiries to understand project scope while managing internal disciplines to compliantly respond.</li><li>Provided technical troubleshooting and problem solving for clients with installed equipment/system issues.</li><li>Gained customer acceptance by demonstrating cost reductions and operations improvements.</li><li>Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action.</li><li>Provided input for overall bookings forecasts for assigned accounts.</li><li>Liaised with assigned accounts to foster relationship development.</li></ul> |
| 2016-04 -<br>2018-04 | <div><b>Global Account Manager</b></div> <div><i>Ma Labs Inc, San Jose, CA</i></div> <ul style="list-style-type: none"><li>New business prospecting and development; including new customers on domestic or international basis.</li><li>Generating new customer and sales leads, setting-up accounts and controlling credit limits; Develop relationships and maintain continuous</li></ul>  |

David Yi

Full-Stack Web Developer

## Contact

**Address**  
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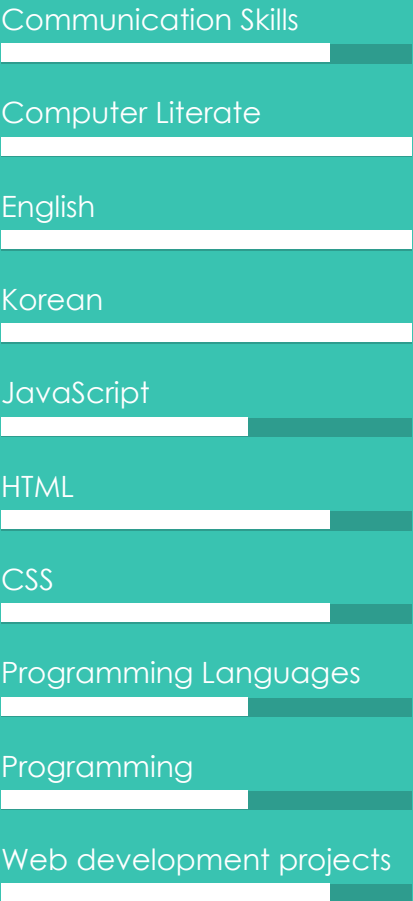
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## Skills



contact with existing customers, getting existing customers' feedbacks and assisting with resolution of customer issues or complaints; Suggesting and promoting products to customers, working with manufacturers and Product Managers to promote PC components and systems, and to improve the market share and generate a large amount of the business, as well as participate in trade shows for promoting new products; Quoting and negotiating prices with customers, negotiate prices through PM with manufacturers, and cooperate with purchasing and marketing departments to set up promotional programs or bundles sales programs to meet customer needs; Participating in inventory allocation for products, coordinating with customers on payment, delivery schedule, RMA and related issues by phone or emails etc; Attend company periodical sales training and special technical training to attain sound product knowledge, technical knowledge, and the deep understanding of the competitors; business operation to stay abreast of company products and system solutions as well as make the frequent independent judgment.

2009-10 -  
2016-03

## **E-commerce Sales Manager**

*Hangil Trade Inc, Santa Clara, CA*

- Establish sales objectives through effective forecasting.
- Provide the highest level of professionalism and customer service while keeping record of all communication.
- Actively monitor all sales reporting to ensure top performance.
- Conduct and/or receive weekly reviews of sales, RMAs, returns & allowance (R&A), quotes, promotions, sell through, inventory management, turns, forecasts, replenishment orders, backorders, and any other account activities that will impact financial results for the accounts; resolve or delegate any issues that arise as a result of the reviews.
- Analyze and understand industry market trends, competition, products, and pricing that may impact

Website optimization

Web Design

Code debugging

UI improvements

Front End Web  
Development

Process improvement

Project organization

sales efforts.

- Review and analyze daily sales results and compare actual versus projected/plan results; formulate plans to respond to the analyses.
- Improved sales processes to streamline customer acquisition and onboarding strategies.

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## Education

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2003-01

**BS: Business Administration, Management  
Information Systems**

*San Jose State University - San Jose, CA*