

# Satoshi Lin

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A Corporate Trainer with 10+ years of experience within the technology industry, specializing in curriculum design, learning, and development, e-learning. A proven track record of delivering sales training and leadership development programs to build world-class sales organizations.

Adept at developing innovative training curriculums to enhance performance.

## Key Skills

- ◆ Corporate Training
- ◆ Management Training
- ◆ Program Management
- ◆ Curriculum Development
- E-Learning

## Professional Experience

### Corporate Trainer

*Software Solutions inc., Los Angeles, CA | June 2016 - Present*

- Overhaul existing training programs for the sales organization of a multimillion-dollar software solution company and develop new training curriculum on company products and consultative selling techniques, resulting in over \$400K in new business
- Provide small group instruction, lead orientations for new hires, develop training materials, and utilize differentiated learning modules to optimize staff development
- Develop and implement safety training programs and deliver virtual instruction to 150+ staff on Covid-19 protocols and rapid testing policies

### Corporate Trainer

*IT Management Pros., Los Angeles, CA | July 2011-June 2016*

- Deliver training to 100+ team members within the sales department for a technology company delivering IT management solutions to enterprise clients
- Develop training curriculum for Sales Managers to drive leadership development and improve performance across the organization, resulting in a 20% increase in sales

## Education

### Bachelor of Science (B.S.) Business Administration

University of California, Los Angeles, CA September 2007 - May 2011

## Certifications

- ◆ HRCI Senior Professional in Human Resources (SPHR), 2015
- ◆ ATD Certified Professional in Learning and Performance (CPLP), 2013
- Certified Professional in Training Management (CPTM), 2011