

Yu-Chia (James) Chang

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Summary of Qualifications

Results-oriented, personable, strategic thinker with varied experience in customer facing roles. Major strengths include excellent communication skills, adaptability and ability to develop networks.

Education

University of California, Berkeley, College of Letters & Science, Berkeley, California

January 2017 to May 2018

B.A., Economics

Professional Experience

Stubbs & Bammer Luxury Group, Laguna Hills, CA

Realtor (July 2021- current)

Develop potential clients by areas, advertising touches, and open house

Conducted market analysis, including competitor offer, and provided strong offer suggestion for the client when the market is competitive

Led social media content marketing strategy to local and foreign speaker that mainly speaks Mandarin

One Up Incorporated, Long Beach, CA

Account manager (September 2018 to March 2019)

Conduct interviews and make personnel decision for company

Coach and train the new recruits with our basic marketing and sales skills

Set up events to outreach the potential customer and market the product directly to customer

Long-Der BMW Service Center, Taipei, Taiwan

Auto Technician (July 2016 to October 2016)

Assessed and diagnosed issues on all models/makes of BMW cars and provided customer with options for services to optimize performance of vehicle

Worked efficiently to exceed all goals for service times and customer satisfaction

Observed for additional problems and advised customer on potential future services that would be needed

MiraCosta College Math Learning Center, Encinitas, CA

Math Tutor (August 2015 to December 2015)

Tutored students to achieve better results in courses ranging from Algebra to Calculus

Conducted test preparation sessions for students through coaching on practice examples and how to cope with pressures associated with

Additional

Skills: Proficient in Microsoft Office, R studio, STATA, social media (Western and Chinese)

Languages: English and Native in Mandarin (written and spoken)

Interests: Participated in student association and music performance