

# James Goh MEcon BEc

Full-Stacked Coding | Sales & Marketing | Business Intelligence | Logistics

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Diverse logistics, commercial sales, marketing and analysis experience; project skills in capital management and strategic company initiatives; cross cultural proficiency from assignments in Europe, Canada, USA, Asia and Australia; qualifications in economics, finance, supply chain and full-stacked coding. Ready for entry-level software development

## PROFESSIONAL EXPERIENCE

**Rio Tinto Copper & Diamonds**, Salt Lake City, Utah, USA  
*Commercial Executive, 2015 - 2018*

Managed the sales of precious metals and sulfuric acid with an annual turnover of \$350M.. Role included liaising with operations and customers, enhancing business systems, providing business solutions and analysis to improve market position and achieve strategic sales targets. Developed consolidated database systems for tracking and optimizing the execution of sales by linking commodity prices to contracts.

**Rio Tinto Copper Group Marketing**, Salt Lake City, Utah, USA  
*Senior Analyst, 2010 – 2015*

Managed team in SLC with responsibility for global and regional marketing analysis and reporting; provided market research and intelligence to the sales team and Rio Tinto groups; developed corporate strategic initiatives to lower cost and grow revenue. Streamlined and automated marketing database which reduce redundancy by 30 percent, improve clarity and facilitate optimal sales decision-making.

**Docomo Intertouch**, Vancouver, British Columbia, Canada  
*Business Development Manager, 2009 – 2010*

Technology based subsidiary of telecommunications conglomerate NTT Docomo, Japan. Reported to CEO base in Singapore, responsibilities included establishing sales and marketing operations in Canada and assessing M&A opportunities in North America.

**Rio Tinto Copper Projects**, Vancouver, British Columbia, Canada  
*Project Consultant, 2008 – 2009*

Developed strategy and implementation plans to manage intellectual property; created manpower database for the greenfield Oyu Tolgoi copper project in Mongolia.

**Rio Tinto Minerals**, London, England, Great Britain  
*European Logistics Business & Finance Manager, 2006 – 2008; European Logistics Manager, 2002 – 2006*  
Held various supply chain management positions in Europe, overseeing supply chain strategies, budget and forecasting, financial management, project analysis, European regulatory issues on waste materials and systems implementation (SAP).

## EDUCATION

NATIONAL UNIVERSITY OF SINGAPORE **Master of Social Sciences (Economics)**  
UNIVERSITY OF WESTERN AUSTRALIA **Bachelor of Economics**  
MASSACHUSETTS INSTITUTE OF TECHNOLOGY **Executive Training on Supply Chain**  
MASSACHUSETTS INSTITUTE OF TECHNOLOGY **Artificial Intelligence course**  
UNIVERSITY OF UTAH **Full-Stacked Coding Bootcamp**

## SKILLS

Javascript, JQuery, HTML, Bootstrap, JSON, API, Firebase, MySQL, MogoDB, React, GitHub, Bash, VSCode, Heroku, Laravel PHP, Express, MERN Stack  
Lean-Six Sigma (Green Belt 2012), Negotiation & Influencing - ENS International (2001, 2008, 2016), Marketing Academy course – IMD International Institute UK 2012.