

Patric Chung

1206 Sun Ct, Milpitas CA 95035

Mobile (408) 896-4110

PatricChung8@gmail.com

Sales or Marketing

CORE COMPETANCIES

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|------------------------|---------------------------|-------------------------------|
| ➤ Sales & Marketing | ➤ Presentations | ➤ Customer Retention |
| ➤ Business Development | ➤ Order Management | ➤ Contract Negotiations |
| ➤ Client Development | ➤ Vendor Relations | ➤ Business Process Management |
| ➤ Event Planning | ➤ Team Building | ➤ Field Research |
| ➤ Strategic Alliances | ➤ Supply Chain Management | ➤ Market Share |

EDUCATION

CALIFORNIA STATE UNIVERSITY EAST BAY, Hayward, CA
M.B.A. - General Management

Anticipated Dec 2014

Chung Hua University, Hsinchu, Taiwan
B.A. in Industrial Engineering and System Management

2010

Computer Skills: Microsoft Office (Word, Access, Excel, PowerPoint)

Language Skills: Proficiency in both written and conversational Mandarin Chinese

RELEVANT COURSEWORK/ PROJECTS

- Product Planning and Control--- Redesigned a glass bottle plant's product line to make the workers more comfortable and reduce time waste.
- Corporate Finance--- Company financial analysis- McDonalds. Analysis of McDonald's financial ratios, capital market imperfection, comparison with competitors.
- Information Technology Competitive Analysis--- TaoBao V.S Amazon. Compared and analyzed the difference on how TaoBao and Amazon uses information received from customers.
- Supply Chain Management--- Designed paper- Wal-Mart supply chain. Designed a new supply chain without the cross-ducking supply system.

PROFESSIONAL EXPERIENCE

Go Tea Go, Taipei, Taiwan
Server

2004-2005

- Accurately operated computer cash register and processed payments from customers.
- Present menus to customers and answer questions about menu items, making recommendations upon request.
- Provided detailed explanations of promotional events to customers.
- Effectively managed more than sixteen tables simultaneously and supported co-workers in a high volume establishments.
- Generated repeat and referral business by delivering excellent customer service and direct attention to various customer needs.

Ballroom Dancing Club, Taipei, Taiwan
Event Planner

2004

- Consulted with clients to determine objectives and requirements for events.
- Monitored event activities to ensure compliance with applicable regulations and laws, satisfaction of participants, and resolution of any problems that arise.
- Inspected event facilities to ensure that they conform to customer requirements.
- Met with sponsors and organizing committees to plan scope and format of events, to establish and monitor budgets, or to review administrative procedures and event progress.
- Chosen to be the event planning team from over three hundred club members.
- Planned the end of the year performance along with other cadre member in the event planning team.