

### **SUMMARY**

- **Earned historical highest revenue for sales in rookie year in 2012.**
- **Leaded new sales team to pass the company goal for straight 5 months.**
- **Increased 300% sales in first 5 months and remained at least 30% growth rate in the following 6 months in 2010.**
- **Raised customer satisfaction rate on Amazon and eBay from 2.5 out of 5 stars to 4.7 out of 5 stars in 3 months.**
- Effective communicator, bilingual in Mandarin Chinese and English develops trusting relationships with Executive, Managers, and Clients.
- Organized, ability to multi-task, dedicated, decisive, and detail oriented Professional.
- Strong project management and problem solving skills and with ability to move ahead despite obstacles.

### **EDUCATION**

**St. John's University**, New York City, USA (Sep 2008 – Dec 2010)

**Master of business Administration**; Major: International Business and Trade

Overall GPA: 3.76/4.00; **Major GPA: 3.82/4.00**

**Kaohsiung Medical University**, Kaohsiung, Taiwan (Sep 2002 – Jun 2006)

**Bachelor of Science**; Major: Psychology

### **WORK EXPERIENCE**

**AAE Global Express Corp., New York, New York**

**Account Executive / Rookie Sales Team Leader** (Oct 2011 – Current)

- Rewarded the best sales in rookie year in AAE Corp in 2012.
- Led new sales team reached the company goal for straight 5 months.
- Trained and led new sales colleagues to achieve the revenue goal company requests and improve their skills.
- Created action plans and schedules to identify specific targets and to project the number of contacts to be made.

**Sunny Lamp Corp., Queens, New York**

**Account Executive / Sales and Customer Service Consultant** (Feb 2010 – July 2011)

- Increased 300% sales in first five months and remained at least 30% growth rate in the following six months.
- Raised customer satisfaction rate on Amazon.com and eBay from 2.5 out of 5 stars to 4.7 out of 5 stars in three months.
- Extended company's distribution channels to upper state New York, NJ, CT and PA for total 4 new mid-level distributors.

**EverFocus Corp., Long Island, New York**

**Marketing Analyst** (Summer Intern) (May 2009 – Aug 2009)

- Collected and analyze pricing data in the industry to evaluate existing and potential product and service markets.
- Identified and monitored the pricing strategies of competitors in the industry and evaluated possible effect of sales.
- Formulated a future pricing strategy and focused on improving the sales and gaining advantage over competitors.

**R.O.C Military Police 205 Command, Taipei, Taiwan**

**Corporal of Psychological Counseling** (July 2006 – Aug 2007)

- Selected, administered, and interpreted psychological tests to assess mental status, and evaluate the results.
- Provided counseling services and advices to military members.
- Rewarded with the Model for Compulsory Military Service.

**Elytone Electronic Corp., Taipei, Taiwan**

**Administration Assistant / Sales** (Sep 2004 – June 2006)

- Provided administrative support to General Manager, and project a professional company image through in-person and phone interaction.
- Presented and sold company products and services to potential clients.

### **EXTRACURRICULAR ACTIVITIES**

**St. John's University Taiwanese Graduate Student Association** (April 2009 – June 2010) – **President**

**Federation of Taiwanese Student Associations in New York** (May 2009 – Dec 2010) - **Event Coordinator**

**Kaohsiung Medical University, Department of Student Association** (Sep 2003 – Aug 2004) - **Activity Manager**

### **ADDITIONAL SKILLS**

**Languages:** Fluent in English / Native in Mandarin Chinese and Taiwanese

**Computer:** Microsoft Word, PowerPoint, Excel, Access, Ulead PhotoImpact & Micropal

**REFERENCES AVAILABLE UPON REQUEST**