

Iris Hong

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Objective

To obtain a position that will enable me to use my strong organizational skills, educational background, and ability to work well with people. Create integrated strategies to develop and expand existing customer sales, and brand/product evolution.

Experience

Hainan Airlines

11/2011-06/2012

Factoring Department Sales Manager

- Customer/Client Relationship Management
- Customer/Client Industry Knowledge
- Strong Analytical Skills
- Proven Negotiation Skills
- Collaborate amongst team members and business partners

Beijing Control Technology

05/2009-09/2011

Computer Information System Integration / Sales Manager

- Customer/Client Relationship Management
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Implements national sales programs by developing field sales action plans.
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Maintains national sales staff by recruiting, selecting, orienting, and training employees.
- Maintains national sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.

Beijing Control Technology

03/2007-10/2008

Dell Distribution Division / Sales Manager

- Communicated with Dell to create the channel sales strategy and incentive program
- Responsible for the management of the sales team.
- Found channel partners in China, and found agents in different cities.

- Held weekly sales meetings, and followed up on issues.
- Organized quarterly sales meetings; assigned the following quarter's sales according to the analysis of the previous quarter's results.
- Organized quarterly meetings with customers and manufacturers.

Beijing Shili Tonghe Technology Co.

08/2002-12/2006

Office Director

- Responsible for the management of the sales team.
- Developed business processes, and managed business departments.
- Developed and managed the processes of the administrative department.
- Developed and managed the processes of the purchasing department.
- Organized quarterly meetings with customers and manufacturers

Beijing Gezhihang Technology Company

10/1996-07/2002

Customer Service

- Met with customers on regular basis
- Coordinated with engineers to deliver high quality service and ensured a high level of quality assurance.
- Made a list of all issues and problems with the software and made a report to the software development department on daily basis.
- Collected data of all updates and new feature requests from clients and forwarded this data to the sales department to allow the sales team to track customer's needs

Education

Beijing Jiaotong University

08/2008-12/2010

Human Resources

Beijing University

09/1994-09-1996

International Business