

吳佩玲

Wu, Pei-Lin (Sunny)

Be the change that I wish to see in the world.



Experience

- 2013/04 - Present ● SEEnergy Corp, Taipei

Sales Manager (terr: Russia, CIS, Nordic, UK)
 In charge of several open markets at the same time and managed to extend potential sales leads. Based on the active promotion in above territories, company receives inquiries every week. Organized company's first exhibition in Russia: preparation works including communication with expo organizer, product presentation, marketing materials design and client invitation.
- 2011/01 - 2013/02 ● Etrovision Technology, Taipei

Sales Manager (terr: Russia, CIS, Baltic, Nordic)
 In charge of Russian market development and achieved over 500 times growing in 2011 than 2010's sales revenues. In 2012, achieved quarter 2's KPI after independent business trip in 7 countries. Organized and participated 4 international exhibitions for branding promotion during this period. At the exhibition, always successfully found interested local firms and persuaded them purchasing samples for further business cooperation. Even without IP surveillance experience before but being open-minded to technology, I am able to independently solve technical issues and assist on distributors' requests with efficiency.
- 2011/04 - 2011/12 ● Alteam Technology, Taipei

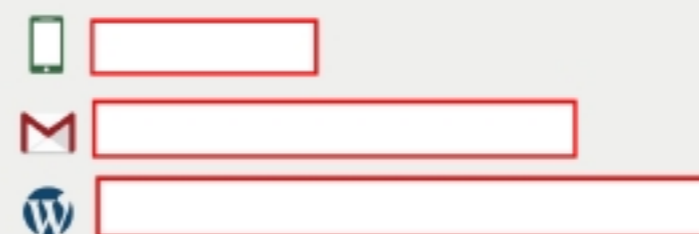
Sales Assistant
 In charge of administrative matters, customer maintenance. Organized product showcasing at international exhibitions.
- 2009/08 - 2010/12 ● IF Kids Group, Taipei

Executive Assistant
 In charge of theatre program rehearsal and execution. Was responsible for music execution of yearly repertory theater. Job also required artist relationship management.

Education

- 2005/09 - 2009/06 ● National Chengchi University

Bachelor's Degree in Russian Languages & Literature
- 2002/09 - 2005/06 ● Kaohsiung Girl's Senior High School



Language

- Mandarin
- English
- Russian

Skills

- Information Collection**
 Managed to collect more than 2000 Russian sales leads and find out the latest market trends for company roadmap planning. Actively calling potential companies and finding the right contact person for product promotion.
- Analysis and Strategic Planning**
 Producing reports consisting of market information, industry trends, analysis of client background and product line, advantages of company products, and sales target. Based on reports of different markets, analyzing information and find suitable segments for client approach.
- Deal Negotiation**
 Been involved in long-term agreement discussion whose topics cover sales commitments, product range, marketing promotion and local seminars.
- Customer Management**
 Maintain existing customers and manage to increase sales revenues. Successfully transformed OEM business to branding.

A Little More About Me

I organized



Independently published zine, collaborated with friends



Several theme parties, movie screenings to the public

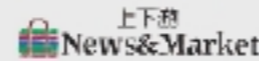


The first welcome camping of Kaohsiung Senior High School Alumni Society

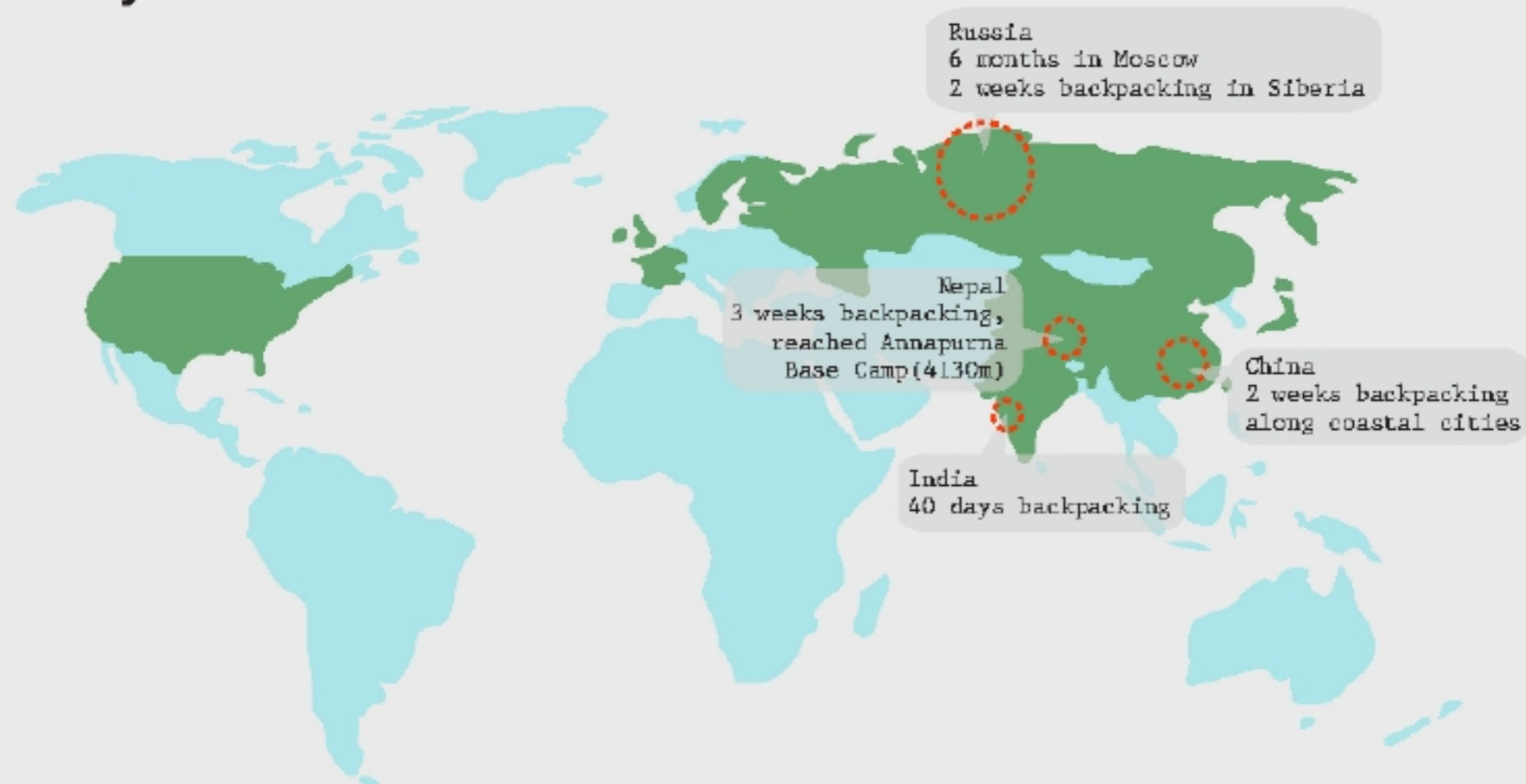
I read



NAUTILUS



Sunny Globewalker



P.S. I'm also made of these

