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Christine

OBJECTIVE

A challenging and rewarding position as a Sales Manager.

SUMMARY OF ACCOMPLISHMENTS

Coordinated accounts for over 20 large department stores.
Developed sales and costing analysis program that lead to firm's largest retail account.
Initiated successful venture into three key overseas markets.
Developed online network model to link salesmen, retailers and factory to information via computer.
Strong background encompassing sales, distribution, marketing, merchandising and staff motivation.

EXPERIENCE

○○○ Designs, New York, NY
Manager, National Sales Force, January 1997 to Present
Worked directly with national retail outlets to supply from overseas factory. Managed winning team in national sales competition. Converted accounts from competitors. Increased sales by \$500,000 in nine month period.

○○○ Investments, New York, NY
Bank Manager, August 1989 to January 1997
Managed branch activities, including deposits of over \$30 million and \$10 million in loans. Supervised and motivated fifteen employees. Worked directly with high net worth executives of national companies to deliver superior service on loans, mortgages, and deposits.

○○○ , Inc., New York, NY
Manager, October 1987 to August 1989
Controlled fourth largest investors' portfolio after only two years with investment firm. Consistent sales leader.

EDUCATION

University of ○○○ , Ann Arbor, MI
B.A., Business Administration and Economics, Jan 1988