

Curriculum Vitae

Personal Details

- Name: John Wong
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Education & Qualifications

1991 - 1995 Sample University, Hong Kong
BSc (Hons) Business Administration

1984 - 1991 Sample High School, Singapore
International Baccalaurate/3 A'levels

Languages

Fluency in English and Mandarin

Professional Experience

June 2004 – present

Sample Co. Ltd

Company profile: Sample Co. Ltd. is a Fortune 500 company, specialised in manufacturing sample products. With more 2,000 employees, revenue for 2006 is USD150 million.

Senior Sales and Account Manager

Job Role: Responsible for all sales related issues. Participated in sample proposals and negotiation of contract terms. Establish long-term business partnership with customers and ensure timely revenue collection. Led the sales team to provide the offering of network services and meet sales targets.

Achievements:

- Highest sales achievement sales team among the direct sales force
- Sales increased by 65% in the year 2005

Jan 2001 – May 2004

Fast Track Corp

Sales Manager

Company profile: Working with some of the key players in the financial services sector, Fast Track provides professional IT solutions to these companies, generating revenue of USD10 million in the year 2003.

Job Role: Managed a direct sales team of 8 account executives to meet the required sales target. Received a mandate to penetrate new markets to develop and implement effective sales strategies.

Achievements:

- Increased sales by 60% in the first half of 2001 and maintained a steady growth of more than 10% every quarter
- Top Sales 2001
- Secured 3 new key clients, which generated USD1 million in business in 2001

Other relevant skills

IT skills:

Interests/Hobbies

Keen golfer and avid rugby player.