

Richard Interesse

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OBJECTIVE:

Seeking a sales manager position with a progressive firm that provides opportunities for advancement.

EXPERIENCE:

A & B Corporation, Tokyo, Japan (Jan. '05 – Present)

Sales Manager

- Managed a sales team of 10 staff for sales, pre- and after- consulting with clients at field level.
- Consulted over 100 potential clients and closed over 100 million yen deals.
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C & D U.S.A Corporation, New York, New York (July '00 – Dec. '04)

Senior Sales Planner

- Responsible for sales of \$120 million company product line.
- Building business plans for the consumer electronics category. Eventually led the business profitable. Exceeded target profit figures for the third consecutive year.
- Interfacing between the senior management and Japanese headquarter to set up the sales target for the US operation.
- Analyzed and made appropriate adjustments to sales plans according to monthly production, import, and the market condition, dealer projections and other economic factors.
- Successfully coordinated a supply chain management project to improve the production lead time and control inventory.
- Supervised regional sales representatives.

EDUCATION:

- ***Interesse University***, New York, New York (August '98 –May '00)
Master of Science in Business Administration
Concentration: Entrepreneurship
- ***Interesse Community College***, New York, New York (Sep'96 – June '98)
Business Administration -Preparation for MBA

STRENGTH:

- Positive, proactive and self-motivated
- Capability to work under pressure
- Solid analytical and problem-solving skills in a given situation
- Detail and results-oriented
- Strong communication skills from plant to board room level across cultures

SKILLS:

- Language: Japanese (native), English (business level: 950 on TOEIC 06/06)
- Computer: Windows XP, Mac OS X
- Software: MS Office (experienced), MS Access (experienced), FileMaker (experienced), Quickbook (intermediate), Adobe Photoshop (intermediate)

REFERENCES: Furnished upon request