

Richard Interesse

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OBJECTIVE: Sales manager position in consumer electronics industry.

SELECTED ACCOMPLISHMENTS

Management Experience

- Managed a sales team of 10 staff for sales, pre- and after- consulting with clients at field level.
- Successfully coordinated a supply chain management project to improve the production lead time and control inventory.
- Supervised regional sales representatives

Sales Planning Experience

- Consulted over 100 potential clients and closed over 100 million yen deals in the local city.
- Responsible for sales of \$120 million company product line in the United States.
- Building business plans for the consumer electronics category. Eventually revitalized the business and 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.

EMPLOYMENT HISTORY

2005 ~ Present *A & B Corporation*, Tokyo, Japan

2000 ~ 2004 *C & D U.S.A Corporation*, New York, New York

EDUCATION

MS in Business Administration: *Interesse University*, New York, NY 2000

Preparation for MBA: *Interesse Community College*, New York, NY 1998

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**