**alice wong**

|  |  |
| --- | --- |
|  |  |
|  | Tai Po | 6120 2009 | alice.wong@gmail.com |

Summary

|  |  |
| --- | --- |
|  |  |
|  | Accomplished and goal-driven sales executive with more than 3 years of experience in assessing competitive markets, addressing critical sales problems and boosting sales with effective strategies. Well-established networks with long-term clients. |

Experience

|  |  |
| --- | --- |
|  |  |
|  | Senior Sales Executive, Wells Holdings Ltd. Jun 2012 - Present   * Planned and conducted about 10 consumer seminars, tradeshows and industry conventions bi-monthly * Handled strategic account management and maximised business opportunities for over 20 overseas premium accounts * Revitalized 30 stagnant accounts annually with an increase in transaction volume by over 30% within 3 months   **Sales Executive, Woodland Int’l Co. Limited**  May 2011 - Jun 2012   * Utilised outbound telemarketing skills to contact 50+ potential customers daily to generate sales opportunities * Created 5 sets of advertising materials bi-weekly for print and mail campaigns targeting prospective new overseas clients * Enlarged successfully the pool of customers by 35% through creation of new contracts and renewal of existing contracts |

Education

|  |  |
| --- | --- |
|  |  |
|  | Hong Kong Polytechnic University, 2008-2011Bachelor of Business Administration (Honours) in Global Supply Chain Management |

skills

|  |  |
| --- | --- |
|  |  |
|  | Microsoft Office (Word, PowerPoint, Excel & Access) |

languages

|  |  |
| --- | --- |
|  |  |
|  | Cantonese (Native)　　English, Mandarin (Proficient)　　Japanese (Basic) |