
**PROFESSIONAL BUSINESS CONSULTANT/MULTINATIONAL MANAGEMENT
International Business & Relations/Organizational & Operational Management/Venture Capital**

Proven professional with extensive and successful experience in developing organizations, procuring capital funding, and multinational and multicultural management. Outstanding budget and financial analysis expertise for developing successful growth and peak performance levels while reducing overall costs. Exceptional experience launching and developing successful new divisions and companies in the hi-technology industry with locations in the Silicon Valley, Taiwan, and China. Innovative problem-solver that is aggressive and entrepreneurial when managing or consulting on business issues. Dedicated, hard working individual with the interpersonal communications skills to work at all levels of the organization.

KEY BUSINESS DEVELOPMENT STRENGTHS

- ◆ Multinational, international business, and domestic US organizational development
 - ◆ Financial analysis of business opportunities
 - ◆ New product development
 - ◆ P& L, financial and budget responsibility
 - ◆ New market expansion and development
 - ◆ Venture capital, acquisition, and general financing expertise
 - ◆ Organizational strategic planning
 - ◆ Internet development
 - ◆ Financial analysis and decision-making
 - ◆ Multi-lingual
-

EDUCATION

UNIVERSITY OF CALIFORNIA AT BERKELEY, Berkeley, CA May of 2004
Walter Haas School of Business
Master of Business Administration (MBA)
Management of Technology (MOT) Certificate

NATIONAL TAIWAN UNIVERSITY, Taipei, Taiwan 1995
Bachelor in Business Administration (BBA), Emphasis: International Business.

CAREER HISTORY

Tech Island, Inc. 1997 - Present
CEO, Tech Island USA, Inc., San Jose, CA (2002 - Present) responsible for the capitalization, start-up, management, and success of the US-based company to meet competitors head-on in the US market.

- ◆ Completed the third round of capitalization to expand operations into the US that consisted of investment from one venture capital firm and publicly listed companies in Taiwan. Key individual responsible for all three funding rounds from the initial investment of \$200,000 in 1997 to the final capitalization that brought the company up to \$3 million in 2002.
- ◆ Utilized a \$200,000 initial investment to launch the US-based operation and generated \$3.6 million in sales the first year. Established TII as a key supplier of Surveillance and Digital Video Recording servers in a tight US economy.
- ◆ Recruited and developed Sales Representatives in key target markets such as New York, Atlanta, Los Angeles, Toronto, and Brazil.
- ◆ Developed, implemented, and organized trade show appearances in Las Vegas, New Orleans, Miami, and Washington.
- ◆ Responsible for developing a team of 7, establishing policies and procedures, implementing pay structures, and providing motivation and incentives for successful performance.

CAREER HISTORY (Continued)

Tech Island, Inc.

- ◆ Established and launched the company's first distribution center for US sales.
 - ◆ Developed, created, and implemented the company's first Cost Analysis System that allowed Tech Island to compare US and Taiwan performance on an equal basis.
 - ◆ Successfully developed, launched, and marketed the company website and procured 54 new customers, 520 inquiries, and 41,000 visitors within months of launch. www.techislandusa.com
- Vice President, Tech Island, Inc., Taipei, Taiwan (1997 - 2002)** responsible for assisting with the launch of a company that sells CCD cameras and Linux-based software. Website at: www.tech-island.com.tw
- ◆ Grew from a company of 2 to 60, one product to two business units, and sales in excess of \$12 million US dollars a year.
 - ◆ Directly managed the team of 60 (including two managers) involved in Domestic and Overseas Sales, Research and Development, Marketing, and Production. Responsible for the development of the corporate structure and internal policies and procedures.
 - ◆ Proposed, directed, and launched successfully the Security Surveillance System that has become the core product of the company. Developed and successfully launched the Duplex Multiplexer (a one of a kind advanced image divider machine). This product did extremely well in reviews and sales.
 - ◆ Planned, implemented, and opened the company's first sales office in China.
 - ◆ Procured capital funding from Yung-Shin Construction, Inc. (listed on the Taiwan stock exchange). This allowed them to enter the high tech market. Key success in developing funding was to procure investment from the LeaLea Group (with conglomerate capital of \$600 million US).
 - ◆ Restructured the company in 1999 to go to digital components and products and leave the analog market. Research of future technology trends identified a reduction in the demand for these products over the digital equivalent.

UNILEVER, Taipei, Taiwan

1995 - 1997

Manager Trainee/Supervisor responsible for working through all facets of the company to train for an executive level position.

- ◆ Won one of three positions from 800+ applicants.
 - ◆ Sales leader in the sales division and successful key account manager.
 - ◆ Participated in product launched, performed market research, and developed successful TV commercial and marketing plans for brands such as Ponds, Lux, and local well known brands.
-

LANGUAGE SKILLS

Able to utilize English, Chinese, Japanese, Basic German, and Basic Spanish in any business environment.

References Available Upon Request