

## Yu-Hsuan (Sandy) Hsieh

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### EDUCATION

#### NATIONAL CHIAIYI UNIVERSITY

*Bachelors of Arts in Foreign Languages, GPA:3.79*

**Chiayi, Taiwan**

June 2014

#### UNIVERSITY OF CALIFORNIA, BERKELEY

*Summer Session: Social Psychology, Advanced Digital Photography*

**Berkeley, CA, USA**

August 2014

### WORK EXPERIENCE

#### FLYTECH Technology Co., Ltd.

*Sales Specialist — Management Associate Program*

**Taipei, Taiwan**

July 2015 – December 2016

- Assisted in negotiations and closed deals on key projects for Panel PC, Payment Terminal Solutions and Kiosk systems.
- Helped set up a Hong Kong subsidiary and accelerated product design, marketing, and manufacturing to meet product launch schedule, which resulted in 3 months saved.
- Collaborated internally with corporate marketing to coordinate 5 international trade fair demonstrations such as Cartes, EuroCIS, and RetailNow.
- Initiated key projects of Kiosk systems, Payment Terminal Solutions, and iOS related POS products:
  - *Kiosk Project for a Malaysia Convenience Chain Store*
    - Planned the project and presented it to the COO of a large convenience store chain in Malaysia.
    - Reached an agreement which contributed to a 2.5% growth in yearly sales revenue.
  - *Tax Refunder Project for the Japan 2020 Tokyo Olympics*
    - Led a team assisting with hardware and software integration problems and gained a customer from a major competitor's service.
  - *Payment POS Project for Taiwanese Retail Group (group revenue: 2.6 billion USD)*
    - Conducted weekly discussions with a banking group, and payment gateway company to confirm product specifications.
    - Controlled internal hardware design schedule; Provided the prototype in 4 weeks for the customer demonstration.

#### DEPO AUTO PARTS Co., Ltd.

*Sales Assistant — EMEA Sales Division*

**Taipei, Taiwan**

November 2014 – February 2015

- Organized sales reviews, customer orders, custom documents and auto industry news.
- Supported Sales representatives in managing orders, controlling manufacturing schedules and reporting quality issues.

#### ASUSTeK Computer Inc.

*Marketing and Sales Intern*

**Taipei & Chiayi, Taiwan**

July 2012 – June 2013

- Conducted biweekly notebook and tablet market research; evaluated regional concessionaires' performances.
- Recommended new marketing strategies for regional promotions based on time and resource considerations
- Led the team to 2nd place in the Padfone Marketing Award and 3rd place in the Intern Marketing Competition.

### ACTIVITIES & LEADERSHIP

#### NATIONAL CHIAIYI UNIVERSITY INDUSTRY PROFESSIONAL LECTURE SERIES

*Guest Speaker*

**Chiayi, Taiwan**

May 2017

- Delivered a public speech introducing how I started my career in the Technology field with a humanity related background through self-taught programs

**NATIONAL CHIAYI UNIVERSITY— STUDENT LEGISLATIVE COUNCIL****Chiayi, Taiwan***Representative of Dept. Foreign Languages*

2012 – 2013

- Hosted monthly budget evaluation meetings for student affairs with over 30 members from different departments and evaluated the legislative process of University regulations.

**NATIONAL TAIWAN UNIVERSITY— ENGLISH DEBATE WORKSHOP****Taipei, Taiwan***Public Relations Officer*

2013

- Led a team of 5 personnel to coordinate public relations tasks; organized campus campaigns and conducted weekly progress evaluations; received over 85 registrations before the deadline.
- Hosted a 6-day national workshop with over 76 participants, raising sponsorship from Taipei Fushing Private School, which saved the organization 2,000 USD.

**SKILLS****LANGUAGE:** Native in Mandarin; Proficient in English; Conversational Proficiency in German and Cantonese**COMPUTER LANGUAGE:** Python – Basic; C/C++ – Basic; HTML5 – Basic**ON-SITE & ONLINE COURSE CERTIFICATION:** Duke University - Business Metrics for Data-Driven Companies; University of Michigan - Using Databases with Python, Using Python to Access Web Data, Data Structures, Programming for Everybody (Getting Started with Python); Introduction to HTML5; National Taiwan University - C/C++ (On-site Training Program)