

Eric Hsieh

Looking for opportunities.

Summary

My goal is to excel in a career where I can maximize my multilayer experience in project, product development, and sales and marketing management skills.

Experience

Result-oriented and self-motivated professional with years of intensive experience in project management in manufacturing environment where execution through efficient and effective team management is highly desired. Two years of sales and marketing management on power tool products and development of strategy for product development and sales channels.

Specialties: Cost analysis, project management, channel management, new product management management, marketing and sales management

Experience

Sales Manager

January 2017 - Present

Glee Marketing is a mom and baby product trading company. We offer products that provide happiness for parents and their baby or toddlers.

Business Development Manager at AcmePoint Energy Services Co., Ltd.

October 2013 - January 2017 (3 years 3 months)

We offer turnkey solar power solutions.

Product Manager at Sentien Printing

March 2011 - September 2013 (2 years 6 months)

IMD/IMR foil printing and other product decoration technologies.

Account and Product Manager at Macauto Industrial Co., Ltd.

November 2008 - February 2011 (2 years 3 months)

Facilitated four OEM projects successfully for a US based customer in power tool products from design to mass production. Ensured production line readiness for customer audit for production process and quality assurance. Formulated marketing strategies for the BU and managed five new product development or improvement projects. Increased three new customers with total annual sales of NT\$5 million. Traveled intensively for road shows and exhibited in trade shows internationally to promote products to distributors and gather marketing information. Conducted cost analysis and develop pricing strategy for ten existing

customers across Europe, USA, Australia, and Asia and sales leads on eight products. Involved in KPMG consulting service in process improvement for the sales department. Carried out annual budgeting for sales department. Negotiated supply agreement contracts with customers.

Project Manager (JGP Nokia BU) at Jabil Circuit Inc.

April 2007 - July 2008 (1 year 3 months)

Planned and executed successfully two Nokia mobile phone casing OEM projects from RfQ to mass production with consideration of budget, schedule, and quality. Led a team of about ten members from tooling shop, molding technology, quality assurance, procurement, and production and managed project transfer from the development team in Taiwan to the production team in Tianjin, China. Ensured production system and documentation readiness for customer audit for production process and quality assurance. Involved in Capex and production capacity planning by simulation on customers' forecast.

Senior Industrial Engineer at United Microelectronics Corporation (UMC)

July 2005 - March 2007 (1 year 8 months)

Facilitated Capex and production capacity planning for equipments in thin film. Monitored and analyzed production data for potential equipment capacity improvements and manufacturing cost reduction. Worked with process and equipment engineers and procurement department on capacity improvement and manufacturing cost reduction projects. Maintain and execute production simulation software system and ensured the correctness of output for production planning to maximize resource utilization on a weekly basis. Maintain and execute standard cost simulation software system and ensure the correctness of output for financial department on a monthly basis.

Mechanical Design Intern

January 2000 - June 2000 (5 months)

Education

University of Missouri-Columbia

MS., Industrial Engineering, 2001 - 2003

Activities and Societies: Part time photojournalist for the Maneater. <http://www.themaneater.com/search/?query=Ming-Chao+Hsieh&searchtype=photos>

Nanyang Technological University

BEng, Mechanical & Production Eng (Product Design Specialization), 1997 - 2001

Eric Hsieh

Looking for opportunities.



[Contact Eric on LinkedIn](#)