

AMY I. CHIN
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EXPERIENCE

RUESCH INTERNATIONAL, INC.

Relationship Executive

New York, NY
March 2004- Present

- Successfully sold international payment services and currency hedging software to CFO's, Controllers, Treasurers and owners of Multi-national companies.
- Maximized sales by cross selling Ruesch financial products to a current portfolio existing of 217 high volume clients, totaling \$300K in revenue in 2004.
- Analyze account activity and assist clients in developing foreign exchange currency hedging strategies.
- Increased profit margins by providing value-added currency market monitoring. Effectively increased market share by providing insightful market commentary and real-time information to shared clients.
- Lead Ruesch product and service presentations to clients.
- Created compelling written proposals and collateral marketing materials.
- Licensed to sell foreign currency options in New York State.
- Ranked within top 15 revenue producers for current fiscal year within all U.S. Offices.

UNIVERSITY SPORTS PUBLICATIONS

Marketing and Sales Analyst

New York, NY
April 2002 – March 2004

- Supervised and maintained national accounts totaling \$400K+ in sales.
- Conducted extensive demographic research to identify optimal target markets for new client expansion campaigns.
- Facilitated ad sales; created specifications, consulted on copy, and oversaw the art coordination process.
- Amassed an extensive loyal client base through personal attention, quality service, and persistent follow through.

NORTHWESTERN MUTUAL FINANCIAL NETWORK

Associate Insurance Agent

Syracuse, NY
Oct. 2000 - Apr. 2001

- Successfully complete ongoing intensive training sessions on financial products, global policies and procedures, sales data analysis, establishing clientele and methods of executing successful client relationships.
- Analyzed and evaluated clients' financial needs to determine appropriate financial products.
- Organized and assisted in the development of first Customer Service Center in the Syracuse branch.
- Crafted presentation materials and verified compliance for annual policy reviews.

EDUCATION

SYRACUSE UNIVERSITY 2001

Bachelor of Arts

International Relations/ Economics

Concentration in International Political Economy and Asia

SKILLS

- Fluent in Cantonese and proficient in Mandarin.
- Proficient in Microsoft Word, Excel, PowerPoint and Access.
- Exceptional analytical, organizational, communicative skills and unparalleled professionalism.
- Excellent research and internet skills.