

Danni Nacken Shen

(Shen, Chiao-Ying)

Bus1 , 17 Kerkplien, 3630 Maasmechelen, Belgie
sdanni@gmail.com +32-89236048 / +49-1631317939



Personal Information
Date of birth: 30 Dec. 1975
Nationality: Taiwan
Marital status: Married

Experience **2017-2017 Asia Vital Components Mönchengladbach-Germany**

Currently AVC has nearly 10,000 employees worldwide.

To ensure technological excellence, AVC employs more than 600 engineers as well as holding more than 1700 technical patents.

Sales Account Manager

- Responsible for Eastern Europe, Scandinavia, market development
- Product support
- Special requirements for customer assistance
- Customer service
- Scheduled customer visits
- Product after-sales service
- Develop new peripheral products market and understand market demand

2011-2014 Liontravel Co. Ltd. Taiwan-Taipei & China-Shanghai

Biggest travel agency in Taiwan, 35 years business running, has 3000 employees around the world.

Sales Specialist Team Leader

- Planning travel to Taiwan/Japan/South Korea/Europe/USA
- Planning yearly events/tram build
- Arrange travel plan with customer groups, etc. Airline ticket, transportation, hotel, meal, tour guide select.
- Communication with customer
- Customer relation maintain

- Abacus, E-term booking flight system use
- Communication with airline ticket supplier for traveling groups.
- Stand by on call 24/7 solve traveling groups issue.

Handled Cases

- HTC 2013 Incentive (200 people, from China to Taiwan)
- China UnionPay Incentive (300 people, from China to Taiwan)
- HTC 2012 Shanghai Yearly party event (1,000 people, at China, Shanghai)
- Yum! Brands, regional manager yearly meeting event (350 people, from China to Taiwan)
- MetLife, Inc. Incentive Health check event (30 people, from China to Taiwan)
- Shanghai Medicare, Medical conference (30 people, from China to USA)
- Landseed Hospotal, Elderly conservation (30 people, from China to Japan)

2008-2011 Eztravel Co. Ltd. Taiwan-Taipei

Best network travel agency in Taiwan. 14 years business running has 500 employees in Taiwan.

Sales Branch Manager

- Sales Marketing analysis
- Sales performance review / improve
- Communication with customer
- Customer relation maintain
- Abacus booking system use
- Stand by on call 24/7 solve traveling groups issue.

2007-2008 Teclin Co. Ltd. Taiwan-HsinChu

Based on heritage of experiences in light emitting diode industry, have excellent capability and potential in providing photo-lithography, LED, MEMS, semi-conductor related facilities. Have 20 employees.

Sales Engineer

- Communication with supplier and customer
- Purchaser/Quotation/Import and Export coordinator

2005-2007 **Yao Cheng Plus Co. Ltd.** **Taiwan-HsinChu**

The Semiconductor spare parts Manufacturers Company. 10 years business running, have 10 employees in Taiwan.

Sales Manager

- Communication with supplier and customer
- Purchaser/Quotation/Import and Export coordinator

2001-2004 **ZenVoce Co. Ltd.** **Taiwan-HsinChu**

The Semiconductor and LED equipment machine Manufacture Company. Start at year 1999, have 30 employees.

Sales Engineer

- Communication with supplier and customer
- Purchaser/Quotation/Import and Export coordinator
- Products Issus analysis/Issus solve

1996-2001 **Industrial Technology Research Institute of Taiwan, R.O.C**

ITRI is a nonprofit R&D organization engaging in applied research and technical services. Founded in 1973, ITRI has played a vital role in transforming Taiwan's economy from a labor-intensive industry to a high-tech industry.

Accounting Department Assistant

- Audit cases are field checked and the working papers are prepared.
- Completed the accountant to issue the audit report of the pre-operation.
- Assist in accounting or completion of accounting matters.
- Accounts Receivable / Payments Operations and Business Tax Reporting.
- Invoice (entry invoice) management and support of accounting business.

1992-1996 **Li-Yi Clothing Co. Ltd.** **Taiwan-HsinChu**

In 1984, Li Yi Clothing Industry Co., Ltd. in such an environment background was formally established.

Sales Assistant

- Customer Service

- Greeting and advising customers
- Developing customer loyalty
- Boosting sales and achieving objectives
- Managing inventory/restocking

Education

2004-2005 ***HES School (1 year studies)***
Major: International Business Management
Rotterdam-The Netherlands

2001-2003 ***Ta-Hwa Universtiy of Science and Technology (2 year studies)***
Major: International Trade
HsinChu-Taiwan

1992-1995 ***Kuang-Fu High School (3 year studies)***
Major: Business Management
HsinChu-Taiwan

Languages

- English, fluent
- Chinese, native language
- Taiwanese, native language
- Dutch, beginner

Computer

- Good command of Microsoft Office, Word, Excel, PowerPoint, Internet explorer and Microsoft outlook
- Basic knowledge of Photoshop.
- Knowledge of different hospitality management software programs.
- Familiar with social networks and their use in developing customer rapport and business.
- ERP system.