



Sample Resume for Mid-Career 2

Hanako Yamada

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OBJECTIVE

To obtain a marketing specialist position where I can utilize my professional experience and further advance my skills

HIGHLIGHTS OF QUALIFICATIONS

- Extensive, cross-cultural experience in International Marketing, Trading, Marketing Research, and Database Management
- Proficient in Microsoft Word, Excel, PowerPoint, the Internet, and File Maker
- Business-level English, and strong interpersonal communication and presentation skills
- Expert in dealing with American clients' assertiveness and high expectations

WORK EXPERIENCE

ABC CORPORATION

New York, NY

Assistant Manager, International Marketing Group

06/2005 – Present

- Engaged in ABC's international marketing strategy planning to attract more customers overseas
- Conduct marketing research and analyze recent trend in the US and European automobile markets
- Submit monthly marketing report to R&D team to help them design new products reflecting customers' needs
- Supervise 6 team members and help them achieve their annual business goals

Marketing Associate, International Marketing Group

06/2003 – 05/2005

- Implemented research projects in NY areas to ascertain potential customers' needs
- Developed and managed database system containing data of 10,000 domestic/international customers to provide more effective support

XYZ COMPANY

Tokyo, Japan

Staff Member, Service Section, International Operations Group

04/1998 – 08/2001

- Placed parts/product orders and arranged shipping schedules to secure prompt deliveries
- Provided service information and transaction records to international clients

EDUCATION

ABC Community College

New York, NY

Bachelor of Arts Degree, May 2003

Major: Business Administration, Concentration: International Business & Marketing

Grade Point Average (GPA) : 3.5

Scholarships & Honors: xxx Scholarship 2001-2002 & 2002-2003; Deans List, Spring 02 & 03

ABC College

Tokyo, Japan

Associate of Arts Degree in English Literature, March 1998

Extracurricular Activities: Captain, ABC Tennis Club, 1996-1998

REFERENCES

Available upon request