Henry Z. Young

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**SUMMARY**

Working as an English translating editor of papers written in Chinese language.

**RELEVANT WORK EXPERIENCE**

Chinese-English Translating Editor, Sept 2011 – Present

Nova Technical Consulting, Taipei, Taiwan, R.O.C.

Chinese-English Translating Editor, June 2010 – Present

Wallace Academic Editing, Taipei, Taiwan, R.O.C.

\* Translated various papers (e.g. medical, academic, business, governmental, research) written in Chinese into English.

\* Followed specific translation guidelines set by the company.

\* Applied knowledge of both languages for closest possible translation.

\* Applied various research techniques to find the proper use of industry-specific terminologies.

**ADDITIONAL WORK EXPERIENCE**

Inside Sales Representative, May 2006 - September 2007

NEC, Santa Clara, CA

\* Focused mainly on lead qualification.

\* Worked on leads generated from trade-shows, on-line registrations, seminars, webinars, and others.

\* Provided support to regional sales managers.

\* Worked with both end-users and partners (i.e. resellers, system integrators, and consultants).

\* Knowledge in using Salesforce, Word, Excel, Outlook, PowerPoint, among others.

Business Sales Representative, May 2005 - April 2006

CompUSA, Pleasanton, CA

\* Interacted with customers by phone, email, and direct contact on the sales floor.

\* Collected and followed-up new leads and opportunities.

\* Sold various consumer electronic products (e.g. desktop/laptop PCs, printers, routers, software, plasma TVs, and so on).

\* Knowledge in using Siebel, IMS, and Lotus Notes, and other software tools.

Sales Account Manager, May 2001 - March 2002

ACTiSYS, Fremont, CA

\* Generated and qualified new leads from various sources.

\* Advised customer on products, price, and evaluation.

\* Processed purchased orders and resolved customer service issues.

Sales Account Manager, June 1996 - December 2000

Creative Computer, Inc., Torrance, CA

\* Answered inbound sales calls in a fast-paced multitasking environment.

\* Provided product support, processed purchase orders, and resolved subsequent issues that come up.

\* Sold technology products and services to both end-users and businesses.

\* Frequently handled up to 3 calls simultaneously.

**EDUCATION**

University of California, San Diego, CA

B.A. in Economics