

ERIC CHANG

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EDUCATION

University of Connecticut, Storrs, CT

Master's degree in Business Administration (MBA), expected 2012

Concentrations: Finance, Strategy

University of Texas at Austin, Austin, TX

Bachelor of Arts in Economics (BA), Honors, 1998

RELEVANT SKILLS & TRAINING

- Negotiations
- Strategic Alliances/Partnerships
- Business Development
- Strategic Planning
- P&L / Budget Responsibilities
- Financial/Valuation Modeling
- Financial Statement Analysis
- Project Management
- C-level Relationship Mgmt

EXPERIENCE

University of Connecticut School of Business, Storrs, CT

MBA Consultant/ACT Project Client: Windham Hospital, Willimantic, CT 2010 - present

- Provision of financial and strategic consulting services to optimize profitability, efficiency, and quality.

Global Information, Inc., Farmington, CT

General Manager 2009 - 2010

- Directly managed North American Sales Team, Supplier Relations Team, and General Affairs.
- P&L responsibilities including management of monthly budget and financial statement approval.
- Introduced new business strategies to increase customer base, and develop new product lines.

North American Sales Manager 2004 - 2009

- Acted as player/coach, leading team to increase total office sales 6 fold within 4 years by revolutionizing the sales methodology and replicating across the company.
- Constructed and fine -tuned financial model to accurately forecast sales revenue.
- Consistently the top sales person, led company with personal sales of \$2.3M in 2007.

Sales Representative 2003 - 2004

- Beat quota by 160% within the first year of employment by specializing in revitalizing dormant accounts, e.g. increasing Toyota account from \$5K/year to over \$100K/year.

New Horizons Learning Centers, Windsor, CT

Account Executive 2003

- Only account executive to meet and exceed quota every single month of employment by leading the office in effort quota; consistently exceeded call and presentation quota by 125%.

PCFARM LLC, Newington CT

2002 - 2003

B2B Sales Manager

- Transitioned IT hardware target market strategy from VARs to directly to corporate customer model.

InfoTec Consulting, Newington CT

2000 - 2002

Business Development Manager

- Maintained company viability by diversifying from exclusively Fortune 500 customers to include SMBs.

The Hartford, Hartford CT

IT Systems Engineer 1998 - 2000

ADDITIONAL INFORMATION

CFA Level 1 Candidate, GMAT: 730, Graduate Assistant Scholarship at UCONN School of Business, Microsoft Certified System Engineer (MCSE)