

PERSONAL DATA

NATIONALITY	Hong Kong Chinese
SEX	Male
DATE OF BIRTH	October 28, 1967
DOMICILED	Hong Kong
LANGUAGES	English, Cantonese and Mandarin

EDUCATIONAL DATA

1992	HONG KONG UNIVERSITY Masters of Business Administration
1989	UNIVERSITY OF TORONTO Bachelor of Business Administration

EMPLOYMENT DATA

2002 – present	AMERICAN COMPANY WHICH DESIGNS AND IMPORTS SEASONAL AND HOUSEHOLD PRODUCTS. Managing Director <ul style="list-style-type: none">• Reporting to the CEO based in the United States, responsible for purchases exceeding US\$145M per annum from the Greater China region. Managed over 176 employees in five offices located in Hong Kong, Shenzhen, Ningbo, Qingdao and Shanghai.• Introduced a new Vendor's Evaluation process to consolidate the large number of existent vendors based on factory capacity, volume manufactured, quality, on-time delivery record and social compliance. As a result, the number of vendors was reduced by 33% in the first year.• Re-organized the Quality Control Department and set up Quality Assurance Department. Hired Qualified QA Engineers, provided specialized training and an in-house QA Lab.• Lead Asia operation to the set up and implementation of SAP as the new company system.
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1997 - 2002

**SOURCING AND BUYING OFFICE FOR AN AMERICAN
HOME TEXTILES IMPORTER
Merchandising Director**

Responsibilities

- Reporting to the Executive Vice President, responsible for a purchasing volume that exceeded US\$120 Million. Supervised over 30 staff in quality assurance, merchandising, product development, sourcing and production.
- Co-ordinated with design and development teams in the US offices improving the means of communicating between the American offices, the Hong Kong buying office, and suppliers.
- Consolidated orders for US\$ 60 million in over 20 factories in China reducing costs and improving work efficiencies.
- Acted as part of the senior management team and makes strategic direction of the business in China. During a difficult period motivated subordinates to work diligently to turn the business around by improving quality and on time delivery. Identified and negotiated terms with new fabric suppliers located in the China. Developed strategies to develop new customers and retain the business of current customers.

1993 – 1997

**HONG KONG LEADING MANUFACTURER OF FAMOUS
LADIES FASHION BRANDS
Sales Director**

Responsibilities

- Led a 25 people's operation, achieved almost 80 million US\$ annual sales in 1996 and over 20% growth in 1997.
- Made seasonal presentations of the company's collection in the United States to large department store accounts. The products included men's woven shirts, ladies' woven blouses, men and women pants.
- Set up, managed and controlled departmental sales forecast and budget including operation and sample expenses.
- Coordinated the multinational product development, production planning, on-time delivery and cost control

1989 – 1993

GARMENT MANUFACTURER GROUP, IMPORT & EXPORT
COMPANY – FAMILY RUN BUSINESS

Department Manager

(1991 - 1994)

Merchandiser

(1989 - 1991)

Responsibilities

- In charge of garment business with markets in US and Europe.