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# MARKETING ENGINEER RESUME

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## Summary:

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An energetic and determined individual with proven years of experience in marketing industry; Responsible for meeting/exceeding the order and margin goals; Possesses an exceptional strength to increase market share and increase productivity; Proficient in computer application related to work; Has a good oral and written communication skill; Has a creative approach to new campaigns and has an excellent commercial awareness.

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## Professional Experience:

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Senior Marketing Engineer January 2007 – present  
Ingram Micro Inc., Buffalo, NY

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## Responsibilities:

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Increased market penetration by determining both market size and share.  
Identified growth opportunities to increase market share.  
Monitored share and margin by customer.  
Responsible for meeting /exceeding the order and margin goals and for market share in the assigned market.  
Responsible for the application, recommendation, promotion, and pricing of complex capacitor products as part of package solutions that include field measurements, and power systems studies (load flow, harmonics, and transients).  
Junior Marketing Engineer May 2004 – December 2006  
Lam Research, Fremont, CA

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Junior Marketing Engineer May 2004 – December 2006  
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## Education:

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Master of Science in Marketing  
Stanford University, CA, 1999  
Bachelor of Science in Business Administration Major in Marketing  
Stanford University, CA, 1997

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## Skills:

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- Good communication skills, both written and verbal
- Creative, project management skills
- Good negotiating and interpersonal skills
- Strong organizational skills
- Commercial awareness, for pricing and analyzing data
- A high standard of computer literacy
- Technical writing and workflow documentation skills

## Awards and Honors:

Dean's Lister, Stanford University, 1997  
Senior Member, MBA Association, 1999

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