

SIERRA CHANG



CONTACT



+33 766083461



Nice, France



sierra.chang721@gmail.com



<https://www.linkedin.com/in/sierra-chang/>

ABOUT ME

Customer satisfaction junkie

I'm all about putting a smile on clients' faces!

Sales enthusiast

Skilled in identifying and qualifying high-quality leads to drive revenue and achieve business objectives.

4P advocate

Patient, Persistent, Positive, and Proactive.

Innovative problem solver

Leave it to me to brainstorm new ideas of improvement for applications and procedures.

EXPERTISE

ENGLISH - Native Speaker

CHINESE MANDARIN - Native Speaker`

GERMAN, ITALIAN, SPANISH, FRENCH - Fluent C2

PROGRAMMES

Salesforce, Groove, Xant, Outreach, Microsoft Dynamics, Microsoft 360, Slack, Aircall

SPORT

Professional swimmer 2005 – 2010
2007 Youth Olympics Final - Sydney, Australia
Crossfit

MUSIC

Piano - Grade 7 Royal Academy of Music Violin - Grade 4 Trinity

EXPERIENCE

SPEEXX | ACCOUNT EXECUTIVE | DACH

12/22 – 08/25 / Remote

Speexx helps organizations bring out the best in their people with digital language training and business coaching for everyone.

- Full sales cycle for the DACH market, from prospecting to closing deals.

VMWARE | BUSINESS DEVELOPMENT

03/22 - 12/22 / Barcelona

Accelerating Cloud transformation with an enterprise infrastructure, multi-cloud operations and modern app platform across the edge and any cloud.

- Prospecting inbound and outbound leads - EMEA.

SANTANDER BANK | SUPPLY CHAIN FINANCE OPERATIONS ANALYST

12/19 - 03/22 / Madrid, Spain

Strengthening relationships with supply chain by optimizing working capital and reducing risk for clients and suppliers.

- Team Lead for the Global and Asian market.
- Operations manager dealing with supplier onboarding and payments, client charges, overdrafts, overseeing internal procedures and raising IT incidences.
- Business development and Demo presentations in German, English and Chinese.

EUROP ASSISTANCE | TRAVEL & MEDICAL INSURANCE REIMBURSEMENT SPECIALIST

08/18 - 12/19 / Madrid, Spain

- Customer service, processing claims and refunds for the German market.
- Translation of claim documents and analyzing fraudulent cases.

ENGLISH TEACHER | PRIMARY & SECONDARY SCHOOLS

09/16 - 06/17 / Madrid, Spain

EDUCATION

UNIVERSITY OF AUCKLAND 03/12 - 06/16 / New Zealand

BACHELOR OF ARTS / German, Spanish, Italian / Business Studies, Economics

ALBERT LUDWIGS UNIVERSITÄT FREIBURG / Germany

EXCHANGE STUDENT / 2 Semesters / Germanic Philology and Language

NATIONAL TAIWAN NORMAL UNIVERSITY 12/18 - 06/19

Business Chinese / Chinese Mandarin Training Center Taipei

TEFL ACADEMY 01/17 / Berlin, Germany

Teaching English as a Foreign Language Certification