



King Hodges

INTERNATIONAL BUSINESS SPECIALIST

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A self-starting, highly motivated, business professional, able to work alone or as a part of a team. Strengths include high work standards, logical and planned approach to project work. The ability to make rational judgments and sharing good practice. First learner, relish a challenge and willing to train extensively for a position.

SKILLS

Supply Chain Management

Procurement Management

Research Capabilities

Public Speaking

Negotiability

Budget Management

Green Supply Chain Management

3PL Support

Decision Making

EXPERIENCE

Jan 2019 - Present

International Business Specialist

Axis Info Technology

- Work alongside sales representatives all over the world.
- Develop and continue to improve on marketplace understanding for each territory and its customers in order to grow sales overall.
- Build on direct sales relationships already established and set up new sales relationships internationally.
- Work with the Supply Chain team to manage inventory estimates and arrange drop-shipments when necessary for orders.
- Making RFQ/ITBs for clients as well as procurement and purchase order
- Development of participatory implementation plans (PIP) and implementation strategy.
- Meet sales targets of the organization (including distribution clients) through effective planning.
- Work with major online retailers to ensure Macmillan Publishers are featured prominently.
- Work with the Supply Chain team to manage inventory estimates and arrange drop-shipments when necessary for orders.
- Provide information daily relating to titles, orders, claims, etc. to sales representatives and accounts.
- Reporting and analysis of territory sales.

May 2014 - May 2017

Floor Manager

Marsh Technologies

- Recruit, train, supervise, and develop restaurant staff, including hosts, servers, cooks, bartenders, and dishwashers
- Maintain stock levels and order supplies when necessary
- Manage the budget and keep relevant statistical and financial records
- Ensure that the restaurant complies with all necessary hygiene, health and safety, and licensing requirements and guidelines
- Promote and market the business, while consistently assessing profitability and identifying areas for improvement

Aug 2010 - Jun 2012

Executive (Sales & Marketing)

Avenue Hotel and Resorts

- Identifying new contacts and developing sales leads.
- Ensuring enquire become confirmed business.
- Up-selling where possible.
- Producing written quotations and confirmation.
- Checking customer satisfaction and resolving any issues to ensure repeat business.

EDUCATION

Oct 2017 - Jun 2019

Master of Science in Logistic Engineering

New York University

May 2008 - Aug 2011

Bachelor of Arts in Tourism & Hospitality Management

Georgia Institute of Technology

PROJECTS

Jan 2018 - May 2019

UPA Logistics

Research Assistant

The Dynamic Mechanism of Aven Supply Chain Management and the influence of Business Performance- Based on Manufacturing Enterprises in Newyork.

EXTRA-CURRICULUM ACTIVITIES

Discipline Minister of ISU (International Student's Union) at Wuhan Textile University.

Volunteer at Wuhan Textile University International student's office.

Campus Correspondent of "Bangladesh Textile Today" a well-renowned journal.

Voluntary Blood Doner.

Member of Prochesta Foundation Bangaldesh.

LANGUAGES

English



Chinese



Hindi



Urdu



Bangla



AWARDS

2019-06-30

Excellent Graduate

New York University

Best Performer Award

Axis Info Technology

HOBBIES

Reading Books

Thinking & Research

Traveling

Swimming

REFERAL

Ms. James Marshall (Director of Sales)
Xenon Technology Com., Ltd.
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