



JEFF KUO

AREA SALES MANAGER

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WHO AM I: Exceptional leadership, organizational, oral/written communication, interpersonal, analytical, and problem resolution skills. Thrive in both independent and collaborative work environments.

EDUCATION

- 1997 - 2001 **Computer Science Major**
University of Texas at Dallas
- 1996 - 1997 **Computer Science Major**
University of California at Chico
Minor in Pharmaceutical Science
- 1994 - 1996 **Design and Technology**
San Joaquin Delta College
Associates in Applied Science & Technology.
Graphic Design Certification.

PROFESSIONAL SKILL



Personalities

- Myers & Briggs** **E.S.T.P**
Excitment seeking. Active. Pragmatic. Direct. Easygoing. Observant. Concrete. Realistic. Adaptable. Efficient. Analytical. Troubleshooter. Spontaneous. Experiential.
- FurstPerson** **Top 6**
Adaptability. Critical Thinking. Composure. Detail Orientation. Dependability. Decision Making.

EXPERIENCE

- 2010 - Present **Area Sales Manager**
Apple Inc. North Texas
Responsible for Sales, Training, Development of Channel partners
- 2009 - 2010 **Retail, Business Manager**
Apple Inc. Frisco, Texas
Responsible for launching Business Sales into Apple Retail.
- 2008 - 2009 **Regional Training Manager**
Apple Inc. Texas, Oklahoma
Responsible for training and development for US Channel Resellers and Carriers
- 2001 - 2008 **Apple Solutions Consultant**
Apple Inc. Lewisville, Texas
Responsible for all Apple Business and training at a single location
- 1999 - 2001 **Apple Marketing Rep**
Marketsource Dallas, Texas
Responsible for training, brand protection and merchandising across multiple channels
- 1997 - 2001 **Hardware Sales Manager**
CompUSA Lewisville, Texas
Responsible for revenue, training and team development for computing department

REFERENCE

- Robert Brown**
Regional Manager. Apple Inc. - Retired
bbrown77@mac.com (817) 366-1506
- Linda Behlau**
Sr. Manager. US Sales Training. Apple, Inc. - Retired
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- Bryan Shively**
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