

Performance Improvement Process & Career Development

Internal Resume (To be initiated by Employee)

	Name: Cindy Yuan Employee Number: 114399 Current Position: G.China sales manager Current Date: September, 2011	Manager/Supervisor: Jim Stutelberg Business Unit: Department: Hemlock Semiconductor Group Language Proficiencies: Chinese Mandarin
Dow Corning Experience		
Year May 2010-Present May, 2009-Apr, 2010 Sep, 2008-Apr, 2009 Sep, 2007-Aug, 2008 May, 2003-Aug, 2007	Title G. China Sales manager G. China Business Development Team Leader G. China Team leader North Team Supervisor Channel Specialist	Department Hemlock Semiconductor Group Corporate Business Development Team Sales Support & Development Team Sales Support & Development Team Construction Industry
Significant Team/Leadership Activities—Past and Present		
Membership DVB Trainer NVB Trainer DCU Channel Management Trainer DC Beijing site Leader Government Relationship Management 6 Sigma team member		
Development Positions / Activities / Assignments / Programs Attended and/or Ongoing		
YY/MM	Role and Responsibility 1.Customer relationship management for current HSC customers in China 2.Business development for potential new HSC customers in China 3.Detailed understanding of the competitive situation in China (close tracking /	

monitoring of current and new polysilicon producers in China)
 4.Detailed understanding of the market situation / value chain for the Solar industry in China (tracking and documenting changes and developments)
 5.Work closely with the HSC team to implement the HSC strategy in China

Other Professional Experience

Year	Title	Company
1999-2003	Technical Sales Regional Manager Role and Responsibility: Marketing development in North China, Achieve the sales target. Lead a sale team to build up effective sales network; communicate with customers, provided technical service and deal with customers complains. Distributors management.	Lafarge Onoda Gypsum (Shanghai) Company Limited
1997-1999	Sales Rep. Role and Responsibility: In charge of direct sales, negotiate with customers, provide solutions, signed the contracts and made orders and collected money.	Chong You new building material Co., Ltd
1993-1997	Assistant Engineer Role and Responsibility: Prepare technical files, coordinate with designer and project manager according to the progress of project.	Beijing No.3 construction engineering Co.

Career Accomplishments

Year	Brief Description
January 14, 2009	Finance Essential
June 29-July 3, 2009	Key Issues in The World Nuclear Industry Today
August 26, 2009	Global Finance & Economic Evaluation Overview

Education

Year	School, College or University	Major or Area of Study	Degree or Certificate
1990-1993	Tsinghua University	Civil Engineering	College Degree