



## ANTHONY Y. CHIANG

### SUMMARY

Hands-on manager possessing broad product knowledge in air pollution, thermal processing and incineration systems necessary to provide leadership to contribute to company growth in today's global economy. Extensive experiences in sales, marketing and application engineering of capital equipment and components for the pharmaceutical, chemical, petrochemical, cement, lime, pulp and paper, steel, glass and fiberglass industries. Highly self-motivated, work independently and results oriented.

### PROFESSIONAL EXPERIENCE

<b>LXDE Corporation</b> <b>Monroe Township, New Jersey</b>	<b>2001 - Present</b>
<b>Hayward Industrial Inc.</b>	<b>2001</b>
<b>MPM Technologies Corporation</b>	<b>1996 - 2000</b>
<b>Airpol, Inc.</b>	
<b>T-Thermal, Inc.</b>	<b>1990 - 1996</b>
<b>Traemar Associates, Inc.</b>	<b>1981 - 1990</b>
<b>Sonic Development Corp.</b>	<b>1975 - 1981</b>

#### Experience Detail:

##### Product/Sales Manager

- Increased sales by 15% for Wright-Austin Division
- Rebuilt and reorganized sales representative network
- Developed sales training program for inside sales and sales representatives
- Organize trade show presentations and targeted Architectural and Engineering firms accounts

##### Regional Sales Manager

- Generated 3.7 million dollars of 35% of total company sales in the South and the Southwest states
- Developed training programs for internal and field agents in Malaysia, Thailand, Korea, Taiwan and China
- Set up overseas sales agents network establishing the global market
- Developed customer base and redirected focus to more profitable small and mid-sized customers
- Developed sales presentation materials which was used by the entire sales force
- Built up manufacturer's representative network in the United States

##### Sales Manager

- Created customer base in the chemical petrochemical processing industries resulting an increase in sales by 10% and profitability by 25%
- Improved system design approach concept
- Managed existing customer base and gained new client
- Increased product competitiveness to reduce costs by outsourcing system components and creating strategic alliance partnership with supplier

**Sales and Applications Engineer**

- Generated 5.7 million in sales in the Mid-Atlantic States, which represented 42% of overall company sales
- Responsible for thermal oxidation system sizing, equipment specification and selection
- Managed various projects, ranging from hundred thousand to million dollars
- Negotiated contract with Presidents, CEO's, purchasing, project managers manufacturing

**President Traemar Associates Inc.**

- Managed projects to maintain budget projections and ensure timely completion
- Performed multiple comprehensive analyses to determine client requirements for improving customer interface and satisfaction
- Sold engineered systems with annual sales volume approaching million dollars
- Strategize system engineering design: equipment selection, sizing, plant survey, heat transfer calculation, instrumentation and process control
- Developed innovative marketing strategies, identified and established new accounts.

**Product and Service Manager**

- Developed dust suppression product and led the company into new market place
- Setup and trained ten sales representative; build a field sales network
- Prepared operation & maintenance manual; conducted in-plant training
- Handles evaporative gas cooling application sales; serviced plant start-up and troubleshooting

**EDUCATION**

B.S. Engineering Science (Chemical)-Newark College of Engineering, Newark,NJ  
Postgraduate in Polymer Chemistry –Newark College of Engineering, Newark,NJ

**LANGUAGE SKILLS**

Fluent in Chinese (mandarin & other dialects)



LXDE

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[www.lxdecorp.com](http://www.lxdecorp.com)