

Ruby (Lu-Te) Tu

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Highly motivated and dedicated technical skills with additional experiences in strategy, marketing, and management. I possess outstanding expertise in customer communication and relationship cultivating, and consultation, which allows me to deliver excellent job performance.

WORK EXPERIENCE

Apple Inc. (via Apex Systems)

Cupertino, CA

Data Analyst

Dec 2020 – Present

- Developed Efficiently identify and correct and correct issues by annotating 2D imagery
- Efficiently identify and correct and correct issues by annotating 2D imagery
- Optimize existing processes in order to meet client's goals
- Skillfully analyze and remedy deficiencies by making 3D generated data
- Communicate effectively in a team environment in order to increase productivity
- Use comparative analysis to establish conformity throughout projects
- Self QA designed tasks prior to completion
- Ability to be open and receptive to feedback and execute necessary changes in a timely manner

Palpilot International Corporation

Milpitas, CA

Inside Sales Representative

June 2017 – Nov 2020

- Quote potential orders, earn orders, and track orders to ensure timely and efficient delivery and desirable product quality
- Work closely with the finance and A/R teams to ensure that invoicing is accurate, and payments are received within the agreed upon terms
- Increased profits 5-10% annually by controlling costs, booking quality fairs, and educating clients on strategic marketing and pursuing revenue drivers
- Work closely with both Sales & Marketing to negotiate the best pricing to win business at the customer while maintaining profitability for the company
- Assisted in creating and facilitating new hire training during growth period, successfully implementing pilot program and achieving senior management approval to establish department

Cisco System, Inc.

Milpitas, CA

Frontend Developer (Intern)

Jan 2017 – May 2017

- Led data-driven insights and worked closely with the product team to devise and own several projects and processes, including tool optimization
- Executed and contributed to full-stack web development projects, with an emphasis on front end features, browser manipulation, and cross-browser compatibility
- Delivered key presentations to management and recommended appropriate enterprise solutions, which led to growth opportunities and program improvements

Yahoo

Sunnyvale, CA

Technical Support Specialist (Intern)

Aug 2016 – Dec 2016

- Helped product and marketing teams to redesign the email, improving retention and user experience by 35%
- Provided technical support for reports, and tools to influence 55% users, and usage in the Yahoo mail interface
- Maintain updated knowledge of company products and services to better provide customer support and service solutions

EDUCATION

San Jose State University

San Jose, CA

B.S. Business Administration, Concentration in Management Information Systems

Aug 2016 – Dec 2018

Yuba Community College

Marysville, CA

A.S. Business Administration

Aug 2014 – May 2016

SKILLS

- Program and Project Management
- Agile and Waterfall Methodologies
- Problem Solving and Analytical Skills
- CSS, JavaScript, HTML5, React.js, Bootstrap
- Salesforce.com, Cold Calling, Sales Operations
- Sales Strategy, price negotiations, Forecast Analysis