Profile of Mr. KUO CHIEN CHIU (CHRIS CHIU)
Date of Birth: Oct. 2nd, 1974
Birth Place: Taipei, Taiwan
Marital Status: Married with one son (12 years old)
Education: Bachelor of Business Administration from Taiwan National Center University, 1997..
Domicile: Taipei, Taiwan
Spoken Language: English, Mandarin and Taiwanese

Work Experience:

1. **Company: HKC Corporation LTD**
   Title: Sales Director, (Consultant), reporting to VP of the HKC group. (Jan.2024- now)

Responsibilities:

- ✓ BestBuy business TV, including outdoors TV.
- ✓ BestBuy business Monitor
- ✓ Brand Channel Sales in Mexico/ Canada/ the States.

Achievement:
50"/ 85"/ 100" LCD TV for BestBuy made in Mexico, est. revenue $50M USD in Y2025 May to Y2026 May.
32" HD/ FHD LCD TV for BestBuy made in Vietnam, est. revenue $70M USD in Y2025 May to Y2026 May.
24"/ 27" Gaming Monitor on-going to BestBuy, new product line.
Channel Sales in Mexico- Setup on-going with local reps.

2. **Company: TPV Group**
   Title: Sales Director (Sep.2018. –Jan.2024)

Responsibilities

- ✓ Lead New Business Taskforce Team for supporting OBM (Own Brand Management) and ODM business development, 35 H/Cs including

Engineering Sales, GPM, I&D, CIP, SS and PM for the Products with E Ink Solution from scratch to MP.

- ✓ 5-Year Business Plan with the strategy including proof of concepts, in Taiwan and China, changing B2C to B2B with 3rd parties, solution provider, targeting in Y2027, $100M USD revenue generated.
- ✓ Collaborates TPV I&D to get familiar with E Ink panel and technical development to provide better design for DFM and value up the satisfaction with the service.
- ✓ Business coverage, sales revenue, customers including key accounts Amazon and Rakuten Kobo and Philips.
- ✓ Lead and collaboration with SCM, EE, ME, Software, PM, SS, GPM departments.

Achievement

Sharp 42" E-Signage launching in Japan market on time in Y2023 with 12 months development, starting with US$2M USD annual revenue with 40% gross margin.

Philips 25.3" E-signage won ISE award in Y2023, successfully launching in EU market for B2B retails starting with $3M USD in annual revenue with 30% gross margin.

Won RFQ KOBO 6" and 7" projects in Y2023, foreseeing KO in Feb.Y2024.staring with $5M USD annual revenue,. .

Setting up a new technology in TPV for IPX8 waterproof, invested $300K USD in the beginning for the trial.

With sales team won the project in Taiwan Hospitals for 25.3" E-signage, 13.3" Bedside Card and implemented to FamilyMart in Y2023.

3. **Company: CNC Technology Group**
   Title: Sales Director Reported to VP (Jan. 2016 – Jun.2018)

Responsibilities

- ✓ Business development for a global multiple TV account
- ✓ Building up the relationships for GM/CEO for Sony, Vizio and LGE.
- ✓ Lead ODM sales team for 4 H/C and work together with MFG and

R&D including BLU, for all operations and logistic supporting.

Achievement

- ✓ Deeply partnership with LGE, auditing CNC factory site twice in two years.
- ✓ 32" TV sample benchmark in Sony Taiwan site
- ✓ Kept team motivated and learned how to handle for the global multiple accounts and fulfill their needs and wants.

4. Company: Lens Technology

Title: Sales Director and Taiwan Site Country Manager reporting to VP and dot line to Vice Chairman. (Jul. 2013 – Nov. 2015)

Responsibilities:

- ✓ Developing $100M revenue from the accounts in Taiwan of cover glasses and touch solutions in hTC, Asus and Acer.
- ✓ Key customer relationship management.
- ✓ Supporting HQ in China to recruiting R&D members.

Achievement

- ✓ The 2.5D cover glass solution to hTC for the architect in Y2013.
- ✓ Being the bridge for R&D HQ and the key accounts in Taiwan.
- ✓ Successfully implemented into Asus and Acer for $10M in Y2015

5. Company: InnoLux, one of Foxconn Group

Title: Sales Director. Reporting to AVP and dot line to Vice Chairman (2005~ 2011)

Responsibilities

- ✓ Starting new accounts for Taiwan brand in Monitor field.
- ✓ Starting new accounts for Korean brand in Monitor and TV field.
- ✓ Order balance with the production efficient
- ✓ Fulfill the demands of each accounts with the most flexibility.
- ✓ Korean office and sales team management,
- ✓ Marketing intelligence including the competitors and panel demand and supplier trend.

- ✓ Price prediction and negotiation with each account monthly basis.
- ✓ Leading salesforce team and co-leading BPM in Factory side, total 15 H/C.
- ✓ Collaboration each function team including SCM, R&D and NPE for MP on schedule, cost driven and customer satisfaction including QBR and QTR. And quality AFR and Customer Service are included as well.,

Achievement

- ✓ The best account sales manager in Y2005.
- ✓ Staring the 1st business with ViewSonic in monitor
- ✓ Starting the 1st business with BenQ in monitor
- ✓ Starting the 1st business with Asus in monitor
- ✓ Starting the 1st business with LGE in monitor.
- ✓ Set up Korean office and salesforce team management in Suwon.
- ✓ 40% of annual shipment units in the company during Y2005 to Y2008.
- ✓ Led the salesforce team to win the project of InnoLux 1st TV business with Samsung in Y2007.

6. Company: Inventec

Title: Procurement Specialist (Y2000– Y2003)

- ✓ For Transistors and Diodes,
- ✓ Price, PO control and forecast balance
- ✓ Stock control
- ✓ SAP implementation