



MAX WANG

Seeking opportunities in Business Development, Sales, Marketing, and Management within dynamic, growth-focused organizations.

CONTACT

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profmaxwang@gmail.com

Pennsylvania, USA

<https://www.linkedin.com/in/profmaxwang/>

EDUCATION

2018 - 2022

PENNSYLVANIA STATE UNIVERSITY

- Major in Marketing | Minor: Computer Science

2012 - 2018

KANG CHIAO INTERNATIONAL SCHOOL

- High School Diploma

SKILLS

- Management and Negotiation
- Public Relations
- Teamwork & Leadership
- Research
- Effective Communication
- Critical Thinking
- Computer Programming
- Marketing & Sales
- Robotics
- Research

LANGUAGES

- English (Fluent)
- Mandarin (Fluent)
- Spanish (Intermediate)
- Taiwanese (Basics)

PROFILE

Strategic and results-oriented U.S. citizen with deep experience in business development, sales, marketing, and operations across tech, finance, and government industries. Led Amazon teams, closed B2G contracts, and managed cross-functional initiatives in the supply chain, AI, and innovation. Known for building executive-level partnerships, driving growth, and delivering data-backed strategies in high-impact environments.

WORK EXPERIENCE

Amazon-Technology

Area Manager

2024 - PRESENT

- Oversaw operations across Amazon's corporate offices, AWS sites, fulfillment centers, sort centers, delivery stations, and national inbound cross-docks (nIXDs) nationwide.
- Managed and developed a team of 500+ associates, launching a new fulfillment center and leading performance optimization projects that reduced DPMO (Defects Per Million Opportunities) and increased operational output.
- Partnered with C-level executives on strategic site launches, data-driven process improvements, and workforce scaling to support Amazon's nationwide logistics and business growth.
- Led cross-functional initiatives spanning HR, Safety, IT, RME, Robotics, Engineering, Inventory, Supply Chain, Marketing, and Finance, driving improvements in efficiency, accuracy, and throughput.

Mission Essential-Military & Aerospace

2023 - 2024

Interpreter/Linguist Specialist

- Work for the Office of Refugee Resettlement within the United States Department of Health and Human Services, Homeland Security, and the Department of Defense.
- Work at various ORR locations with different organizations, facilities, law enforcement, lawyers, therapists, doctors, nurses, EMT members, teachers, private security, interpreters, case managers, students, etc.

The Syscom Group-Telecommunications

2022

B2B/B2G Sales Specialist

- Closed \$30M contracts with B2B/B2G in telecom/railroad industries.
- I provided high-level administrative support to the Board, CEO, and other C-Level Executives.
- Increased team effectiveness in case negotiations, leading to schedule advances.
- I maintained strong relationships with key stakeholders.

PALETTER CO., LTD. - Military & Aerospace

2020 - 2023

B2B/B2G Salesperson

- Managed government contracts in collaboration with Taiwan's Ministry of National Defense and key business partners.
- Supported Foreign Military Sales (FMS) and strategic initiatives across defense and aerospace sectors.
- Coordinated directly with C-level executives, government officials, and the sales team to drive contract execution and stakeholder alignment.



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Honors/Awards/Certificates/ Volunteer/Memberships

- The University of Melbourne Photo Competition
- CTS News Taiwan TV Show Guest Speaker
- Representing Penn State University, attending the 26th Annual Venture Capital & Private Equity Conference at Harvard Business School (HBS), 2020.
- Taiwan-U.S. Cultural Association (2025).
- Penn State Thon (2018-2022).
- Public Service Volunteer, Helping the solitary elderly and vulnerable families clean up their homes, at Yuanlin Vil., Tucheng District, New Taipei City (2015-2018).
- Helping Syrian Refugees in Turkey (2017).
- Public Service Volunteer, Promoting garbage without landing activity, Department of Environmental Protection, Taipei City Government (2016-2017).
- Awarded the Penn State Harrisburg Reads Photography Contest 2018.
- Selected Exhibitor, Kang Chiao Faculty and Student Joint Art Exhibition, Kang Chiao International School (2015 and 2017).
- Participant, 2016 AIEF Taiwan Youth Leadership Camp (American International Education Foundation).
- Completed a 1000-kilometer cycling trip around the island of Taiwan in 12 days (April 2016).
- Delegates for multiple Model United Nations Conferences (2015~2018).
- Met several international politicians, celebrities, public figures, CEOs, professors, influencers, presidents, and religious leaders.
- Hugh O'Brian Youth Leadership.
- KCIS Student Ambassador Vice President
- KCIS Student House Council Prefix
- More than 30+ Honors.
- More than 100+ Certificates
- More than 100+ Volunteering.
- More than 100+ Organizations
- Donate to more than 80+ Organizations for charity.

Research Assistant/Publications

- Wang, Y. F., Hsu, M. H., & Yue-Feng Wang, M. (2025). Gamified mobile learning: An escape room chatbot to enhance medical terminology acquisition. Health Education Journal, 00178969241313442.
- Wang, Y. F., Hsu, M. H., Wang, M. Y. F., & Chang, Y. T. (2025). Enhancing phonetic accuracy through chatbot-assisted language learning. Educational technology research and development, 1-17.
- Wang, Y. F., Hsu, M. H., Wang, M. Y. F., & Lee, C. T. (2025). Interactive SBOT for Health Education and Active Living. Health Education & Behavior, 10901981251351259.
- Wang, Y. F., Wang, M. Y. F., & Tu, L. Y. (2025). An Evaluation of Machine Learning Models for Forecasting Short-Term US Treasury Yields. Applied Sciences, 15(12), 6903.

Seminars Attended

- TE Lecture Series: Dr. Guion Bluford, STEM Forward: Minorities in Engineering at Penn State (2019). (I met and talked with Dr. Guion Bluford, Astronaut, Colonel, USAF. He was the first African-American man to go to space! I was intrigued by his space missions and life stories.)
- Tales of a Hiroshima Maiden: Navigating Peace with Sasamori and Truman at Penn State (2019). (I talked with President Truman's grandson Maiden. Clifton Truman & 1945 Hiroshima atomic bomb survivor Shigeko Sasamori.)

World Traveling Experience

I often participate in international conferences held worldwide, and traveling is one of my biggest hobbies. I love to explore new places and face challenges as an adventure. I've been to more than 35 countries and places with them, from Europe, North America, Africa, Asia, and Australia, to the North Pole.