

Charles Bloomberg

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SUMMARY

Ambitious and tech-savvy individual with a solid track record of overachieving. Experienced in working within a corporate and start-up environment. Strong expertise identifying high-value opportunities and prospecting to potential customers. Seeking new challenges that would satisfy my intellectual curiosity in a rapidly expanding fintech firm.

EXPERIENCE

Project Manager

Company A

June 2020 - Present, New York, NY

- Directed the full product life cycle for 4 direct-to-consumer brands with a retail value of over USD\$1B, from customer idea to mass production and last-mile delivery.
- Developed monthly market analysis to identify production trends and high-value opportunities, which helped to close over 10 deals.
- Created, developed and maintained a supplier portal for over 300 vendors to support technical, ethical and supply chain compliance. Implementing key developments to simplify the user experience.
- Orchestrated factory relocation that resulted in USD\$3M savings within the first year by dodging trade tariffs and improving manufacturing efficiency.
- Initiated a packaging change which reduced material and labour costs leading to a 10% increase in profitability.
- Collaborated with commercial and technical teams, freight forwarders, carriers and suppliers across 3 time zones to deliver huge business benefits cross-functionality.

Client Relationship Manager

Company B

June 2019 - June 2020, New York, NY

- Successfully established and identified a database of new clients via inbound and outbound lead sources; on-boarded six new clients within the first 3 months.
- Built and maintained a strong sales pipeline, through cold calls, meetings and networking events.
- Prospected and established relationships with C-level executives, as well as expatriates in the aviation industry.
- Developed promotional material to improve brand awareness resulting in a 20% increase of customer enquiries over the first month.
- Overachieved the annual target by 140%.

Finance Intern

Company C

June 2018 - June 2019, New York, NY

- Administered a USD\$350,000 operating budget, recording crew's salary and keeping the ledger up to date.
- Produced a business report on expansion opportunities, highlighting potential revenue increases of USD\$70M.

Audit Intern

Company D

June 2017 - June 2018, New York, NY

- Assisted in the audit of 3 private companies, through reviewal of documentation and interviews.
- Developed ideas and implemented strategies to decrease financial waste.

PROJECTS

Volunteer

Sirius Dog Sanctuary • June 2014 - Present

EDUCATION

Master of Science in Global Operations

The Hong Kong University of Science and Technology • Hong Kong • 2015

Bachelor of Science in Management and Strategy

Aston University • Birmingham, UK • 2014

CERTIFICATIONS

Intensive Chinese Language

The Harbin University of Science and Technology • 2016

SKILLS

Microsoft Office Suite, LinkedIn, Salesforce, Pardot