

Roger Kuo

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Consultant

Objective

Successful entrepreneur seeking to leverage extensive experience in e-commerce, social commerce, startup business development, entrepreneurial leadership, sales management, marketing and branding strategies, industry networking prowess, product management, and superior analytical skills. Passionate about building relationships that advance organizational and investor value.

Highlights

- **Acquired 3750 clients, closed over 6000 deals, and grossed over \$24.8 million** in individual item sales all individually achieved over 15 year period at startup company
- Worked with a team of 2-4 employees in closing sales; and **grossed over \$5 million per year** in annual sales over 18 year period in wholesale/retail sales
- **Ensured delivery of high-growth revenue results for 20+ years**; developed and executed profitable and successful business plans with a creative, visionary approach
- **20 years+ experience in top-level sales**, marketing, strategic planning, analysis, networking, and business development
- **15 years+ experience handling all aspects of a startup company** (including HR, forecasting, financial modeling, branding/product development, coordinating with bankers/lawyers/accountants)
- **Sourced and worked with over 1100 domestic and international vendors**; negotiating high-value contracts and ensuring delivery of results and goods

Relevant Experience

Advisor of several startups; Kick Sim Networks, Livelike VR, Lumbos (2015 - Present)

- Assess and analyze business prospects and branding strategy
- Improve PR/marketing/launch planning and implementation
- Advise startups on Go to Market Strategy
- Design and implement deal flow management for startups
- Perfect pitches, draft executive summaries, connect founders/investors

Entrepreneur/CEO of The Finest Jewelry - e-commerce startup (2000 - Dec 2014)