



Yan Tung Chow

M: basychow@gmail.com
Tier 5 Working Visa: Available from May 2019

WORK EXPERIENCE

Sales Manager, Alibaba Group Hong Kong, Nov 2018– present

- Recruited and led AlipayHK's SMB sales team, responsible for lead and territory allocation, quality assurance and process management, surpassed sales goal by 5% in first 30 days
- Introduced inbound lead generation partnership into the team, generated 2000+ leads monthly and increased quote-to-close conversion by 13%

Key Account Executive, Uber Hong Kong, Jan – Aug 2018

- Top 3 sales rep, consistently exceeding sales targets by 20% MoM
- Awarded as *APAC Thriving Employee* by Head of Sales APAC with highest closings per week
- Prospected, negotiated, and closed the city's largest key account, contributing to 10% of the city's revenue, and led project launch with Operation and Marketing Teams to achieve client's business goals
- Researched 2 sales strategies in geo expansion by running sales simulation with Salesforce.com and Periscope data

Sales & Business Developer Greater China, Agorize Hong Kong, Jul – Dec 2017

- Built sales pipelines to liaise with leads ranging from startup incubators and VCs to CXO levels across 5+ industries to increase the adoption of Agorize solution; qualified 600+ leads and exceeded sales quota by 40% MoM
- Closed deal and launched Microsoft GirlSpark Hackathon; co-managed webinars and offline campaigns with MS Marketing Team to increase female enrolment by 60% YoY
- Established strategic partnerships with Sequoia China and China's top 50 incubators to grow Agorize's GC startup community, and increased membership enrolment rate by 80% YoY

Co-founder, Zenior Shenzhen, May 2016 – Jun 2017

- Established local distribution partnership with Bamboos Holdings and other local distributors to secure revenue stream of £17,500/month, and 500 data collection sources
- Partnered with Lenovo Design House, and conducted small-scale production for 100 sensor and beacon prototypes
- Created value proposition and negotiated £93,000 of funding from HK Government Cyberport and HK Jockey Club

AWARDS

Grand Award: MIT Hardware Accelerator Demo Day	Hong Kong, 2017
Winner: Russia National Case Competition <i>Uber Operation & Marketing Case</i>	Moscow, Russia, 2016
1 st Runner Up: Russia National Case Competition <i>Schneider Electric EV Case</i>	Moscow, Russia, 2016
Finalist: MGIMO National Debate Tournament	Moscow, Russia, 2016
Winner: Chinese Students Association Annual Singing Contest	Hong Kong, 2015

EDUCATION

The Hong Kong University of Science and Technology	Expected Graduation: Dec 2018
Bachelor of Business in Finance and Marketing	Expected Grade: 2:1
National Research University of Russia, Exchange	Moscow, Russia, 2016
University of California, Berkeley, Haas Business School, Exchange	Berkeley, USA, 2016
ESSEC Business School, Paris, Exchange	Paris, France, 2015

IT SKILLS

- Proficient in Salesforce.com, Hubspot, Excel, Outlook, Photoshop, Facebook Adverts, and Google Adwords
- Intermediate level in VBA, Python, and SPSS

LANGUAGE SKILLS

- Native in English, Mandarin, Cantonese, and Shanghainese
- Intermediate level in French and Russian

REFERENCE Athena Ho | Sales Manager Uber HK | athena.ho@uber.com