Yan Tung CHOW, Basy

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Tier 5 Working Visa: valid to work in UK for 2 years starting from April 2019

WORK EXPERIENCE

Account Executive, Alibaba Group

Hong Kong, Nov 2018- present

- · Own full sales cycle of AlipayHK merchant acquisition with customers ranging from SMB to Mid-Market accounts
- Develop acquisition strategy with partnership network to increase product engagement and sales conversion

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

- \bullet 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

• Developed an educational Al chatbot that generates personalities for plants with 3 MIT MBA and Ph.D. students

Winner: Russia National Case Competition Uber Operation & Marketing Case

Moscow, Russia, 2016

1st Runner Up: Russia National Case Competition *Schneider Electric EV Case*Moscow, Russia, 2016

Moscow, Russia, 2016

Winner: Chinese Students Association Annual Singing Contest

Hong Kong, 2015

EDUCATION

The Hong Kong University of Science and Technology

• Bachelor of Business in Finance and Marketing

National Research University of Russia, Exchange

University of California, Berkeley, Haas Business School, Exchange

ESSEC Business School, Paris, Exchange

Expected Graduation: Dec 2018

Expected Grade: 2:1

Moscow, Russia, 2016

Berkeley, USA, 2016

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