



Yan Tung CHOW, Basy

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Does not require visa sponsorship to work in UK

WORK EXPERIENCE

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

- Top 3 sales rep, continuously exceeding sales quota by 20% MoM and reaching highest quote-to-close ratio
- Awarded as 1 of 3 *APAC Thriving Employees* 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 sales goals
- Researched 2 sales strategies in geo expansion, ran sales simulation with SFDC and Periscope data

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

- Series B startup that helps Fortune 1000 create product innovation and digital transformation solutions.
- Created online and offline sales pipeline targeting C-levels across 5+ industries, qualified 600+ leads and exceeded sales quota by 40%
 - Closed deal with Microsoft, co-managed targeted marketing campaigns with MS Marketing Team to launch Microsoft GirlSpark Hackathon and increased female enrolment by 60% YoY
 - Established strategic partnerships with Sequoia China, FinovateAsia 2017 and China’s top 50 incubators to grow Agorize’s GC startup community, increased membership enrolment rate by 80% YoY

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

- Zenior provides remote monitoring service for the elderly. Our sensors analyze ADL patterns, identify irregularities, and provide health recommendations.
- 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
 - Negotiated £93,000 of funding from HK Government Cyberport and HK Jockey Club with proven market growth

AWARDS

Grand Award: MIT Hardware Accelerator Demo Day	Hong Kong, 2017
An educational AI chatbot that generates personalities for plants. Team consisted of 3 MIT MBA and Ph.D. students.	
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 Russia 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
• Representative of HK in MIT Hardware Accelerator Program 2017	
• Member of Robotics Team (Mechanical Engineering Division)	
National Research University of Russia, Exchange	Moscow, Russia, 2016
• Full scholarship worth £5,000	
University of California, Berkeley, Haas Business School, Exchange	Berkeley, USA, 2016
ESSEC Business School, Paris, Exchange	Paris, France, 2015

IT SKILLS

- Proficient in Salesforce, Hubspot, Excel, 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

REFEREES

Can be provided on request