

NAVAN KANG

CONTACT

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OBJECTIVE

Looking for a Customer Relationship, Account Management and/or Partner Management role within the Health, Environmental, Technology and Financial /Economic verticals. Over 6+ years of successful experience in building new customer relationships, along with establishing / growing stronger partnerships with existing customers. Strong track record of hitting both operational goals and sales targets.

KEY SKILLS

Customer obsessed mentality mindset. Strong relationship building skills based on sincerity and trust. Building rapport and providing concise communication to all levels within a customer's organization. Tenacity to meet targets with many examples of quick problem solving and thinking quickly on my feet.

EDUCATION

Saint Mary's College of California
2016 - 2018 | Bachelors of Economics

EXPERIENCE

**Sept 2019 -
April 2020**

YELP RESTAURANTS - SAN FRANCISCO
Account Executive/Restaurant Consultant

- Growing top line by building and developing relationships with Business Owners and Restaurant Groups.
- Continuously meeting sales targets. Chased deals and proactively pursued customer leads with high closure rate. Maintained strong post sales relationships to drive renewals.
- Using customer experiences and market research to drive ideas around marketing expansion and promotions to drive top line.

**Sept 2018-
Sept 2019**

PREVEDERE
BDR Business (Development Representative)

- Leveraged: Cold Outreach and LinkedIn Sales Navigator. Built targeted email campaigns, created one-pagers and infographics to help explain Predictive Analytics software capabilities.
- Sold SaaS Enterprise solution reaching out to the office of the CFO at Fortune 500 Companies, had to learn to work multiple channels to get the main decision maker.

**May 2017 -
Aug 2017**

PLUG AND PLAY ACCELERATOR
Supply Chain and Logistic Vertical

- Worked closely with Corporate Partners to source Start-ups that solve industry-wide supply chain issues. Helped Corporate Partners with day to day needs when they would visit/work out of Plug and Play.
- Spearheaded: Research initiatives based on International Supply Chain and lead Intern projects.

JAN 2010

UNDER THE BAOBOB TREE

- Part of a team of 10 students who planned and fundraised for a trip to Malawi Africa, to teach local people about nutrition and crop diversity. While building a garden for growing other crops besides Corn.