

# KYLE WANG

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## ABOUT ME

Creative, strategic, result oriented **problem solver** with a strong desire to learn and excel. Possesses the ability to read between the lines, thrive under pressure and multi-task all while maintaining a personable disposition =)

## SKILLS

Client Relations Management  
Highly Adaptive  
Leadership Potential  
Public Speaking  
Analytical  
Startup Expansion  
Marketing  
Telecommunications  
Multi-cultural Awareness  
Business Development

## LANGUAGE

Native English  
Fluent Chinese

## EXPERIENCE

BAMBOO ROOF

Dec 2013 - Present

*Co-founder/Partner*

- Established a real estate business that caters to exchange students in Beijing; effectively cornering the market within the university district.
- Driving close to 400% increase in revenue within 3 years.
- Developing and executing expansion strategies, including, brand development, social media amplification, controlling information flow, and business development.

AT&T, ATLANTA

Jun 2015 - Aug 2016

*Associate Service Manager*

- Managed a client portfolio of ~\$20 Million in billing.
- Improved KPI metrics of accounts by a minimum of 30% across the board.
- Managed & Improved Client relationships; transitioned into more of a consultative role in order to suggest additional services and also to improve client's efficiency and performance.

WARNER MUSIC GROUP, NEW YORK

Jun 2013 - Aug 2013

*Digital Revenue Summer Intern*

- Optimized multimedia channel output for clients, resulting in an increase of website and application traffic by at least 40% through meta-data management.
- Created and organized presentations for the Senior Vice President of Revenue Development through consolidating multinational data.

PEOPLE MOMENTUM MANAGEMENT  
CONSULTING, SHANGHAI

Jul 2012 - Sep 2012

*Project Assistant*

- Drafted and presented material with Business Development team.
- Guided new clients to selected services for optimal synergetic results.

## EDUCATION

BENTLY UNIVERSITY

Aug 2013 - May 2015

Bachelor of Business Administration in Marketing

HOFSTRA UNIVERSITY ZARB SCHOOL OF  
BUSINESS

Aug 2011 - May 2013

Bachelor of Business Administration in Marketing

## INTERESTS & ACTIVITIES

Cooking  
Traveling  
Rugby  
Psychology  
Investing  
Neuro Linguistic Programming (NLP)  
Geopolitics  
Economics  
Global Cultural Studies