

# KYLE WANG

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## ABOUT ME

I am a creative, strategic, result oriented problem solver with a strong desire to learn and excel.

## SKILLS

Client Relations Management  
Public Speaking  
Strategic Planning  
Startup Expansion  
Multi-cultural Sensitivity  
Business Development

## LANGUAGE

Native English  
Fluent Chinese

## EXPERIENCE

BAMBOO ROOF, BEIJING 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 significant 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 accounts of approximately \$20 million in billing.
- Improved key performance indicator metrics of accounts by a minimum of 30% across the board
- Managed and 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/ Summer Intern*

- 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

SHANGHAI AMERICAN SCHOOL Class of 2011  
High School Diploma

## INTERESTS & ACTIVITIES

Cooking

