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