

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
Traveling
Rugby World Cup
Coding