



Hello, I am
Kathy Huynh

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About Me

I'm a passionate and curious individual that cares about contributing to solutions that solve problems or what we call 'the gap'. Always in search of opportunities and experiences that will develop and enhance my skills to further my career as an aspiring Product Manager.

Education

HackerYou 2017 Sep-Present

Web Development

Currently enrolled in part-time Front End Web Development to understand code structure and best practices.

University of Guelph 2011-2016

BCOM (Bach. of Commerce)

Graduated from the Commerce program with a Human Resource focus. Completed both the co-op program and leadership certification.

Professional Skills

Sales:

Inbound/Outbound	80%
Full-Cycle	20%

Customer Service & Ops:

Rapport Building	80%
Troubleshooting	60%
Ticketing	50%
Manual QA	20%

Digital Marketing:

Content Strategy	60%
Social Channels	60%
Paid Channels (SEM)	30%
Organic (SEO)	50%

Web Development:

HTML 5	60%
CSS 3	60%
JavaScript	50%

Microsoft Office	60%
G-Suite	70%

Work Experience

Uberflip 2017 Mar-Present

Business Development

Contributed to sourcing new sales opportunities through inbound & outbound outreach. Indepth understanding of the full marketing & sales cycle and the related pain points.

Stack: Salesloft, SaleNav, Datanyze, Salesforce, Drift, etc.

Self-Employed 2016 Jul-2017 Feb

Marketing Freelancer

Worked with various startups and agencies to further their content strategy and cms production. Roles include PR marketer, content editor & support/operations.

Stack: G-suite, Jira, Mailmerge, etc.

Wirkn 2016 Apr-2016 Jul

Marketing Co-ordinator

Contributed to overall content strategy and customer support. Focused on various engagement campaigns, TOFU content & product feedback.

Stack: Intercom, Mailchimp, Mixpanel, Google Analytics, G-suite, Buffer, Branch, etc.

Virgin Mobile 2014 June-2016 Mar

Sales

Coached and supported tri-city sales team as team lead. Focused on identifying the needs of the customer and providing exceptional customer service.

Achievements

Top Sales Performer 2015

7 month sales average over 126% to target.
#1 for customer satisfaction volume turnaround within Canada with 98% satisfaction rate for Q3 & Q4

ProtoHack Participant 2017

Participated in an all day design hackathon to build a mentorship mock mobile app. Stack learned includes Balsamiq & Invision.

Personal Skills

Communication	85%
Creativity	70%
Problem Solving	80%
Hustle	100%