



# Alex Hwang

## Professional Summary

Self-motivated professional with a proven track record in project management and sales. Highly skilled in executing company projects and quotas that align with organizational goals and objectives. Successfully managed and closed 11 deals which generated over \$1.5 million in revenue over a 1.5 year timeframe. Strong and effective communication skills while establishing scalable processes for customer-facing interactions, resulting in increased customer satisfaction and loyalty. Highly motivated and committed to delivering exceptional results and adding value to the world.

## Work History

### Mochinut GA LLC - Co-Founder/CEO

Duluth, GA

01/2021 - Current

- Successfully led sales team to exceed annual revenue targets by 20% through implementation of new sales processes and strategies.
- Managed and closed 11 deals that rose company revenues by \$1.53 million dollars over span of 1.5 years
- Led the development and implementation of customer relationship management (CRM) system, resulting in improved customer retention and increased cross-selling opportunities.

### 101 North Entertainment LLC - Project/Operations Manager

Los Angeles, CA

10/2019 - 12/2022

- Founded a media company that specializes in providing event filming and production services, from corporate events to weddings and everything in between.
- Successfully managed client relationships throughout sales and production process, ensuring seamless and enjoyable experience for clients and establishing the company as a trusted and reliable provider of media services.
- Built extremely strong customer relationships, which led to 60% of sales leads through referrals

### Activision Blizzard Studios - Creative Development Intern

Los Angeles, CA

01/2019 - 06/2019

- Developed mock-TV pilot concept from company IP, including creating the pitch deck, and assembling the production team, resulting in a high-quality product.
- Presented pilot to company senior executives in a compelling and engaging manner, showcasing its potential to capture significant audience and generate maximum revenue.
- Leveraged excellent communication and presentation skills to effectively convey vision and potential of pilot

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## Skills

- Critical Thinking
- Strong Customer Facing Skills
- Creative Problem Solving
- Highly Organized & Efficient
- Strong Communication Skills
- Team-Oriented
- Adaptability
- Self-Motivated
- Positive & Enthusiastic Attitude

## Education

05/2019

**University of Southern California**

Los Angeles, CA

Bachelor of Arts: Narrative Studies

## Certifications

- Google Project Management Certification - March 2023-Present