

Kevin Chen

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Objective Full stack code developer.

Experience Account Executive Inside Sale

Angi, Remote

Mar 2022 – Aug 2022

Had 95% in retention of service professional using our product and spending money. One of the top reps in retention.

Generated 10,000\$ in revenue in the first month out of training.

Closed 3 accounts per week after training and help peer's close deals periodically.

Inside Sales Associate

Broadway Advance, New York

Dec 2021 – Mar 2022

- Helped 8 small businesses gain access to working capital with total funding of 200,000\$. Within 3 months generated 40,000\$ in revenues for the company.
- Cold call daily average 200 with a conversion rate of 5% submitted to underwriting for financial review.
- Evaluate what financial products merchant qualify for and best fit their needs. Collaborate closely with senior manager in closing deals.

Assistant Manager

Ooka Sushi, Alabama

Jan 2021 – Dec 2021

- Setup and managed 2 delivery platform (Doordash and Grubhub) increasing restaurant's revenue by 40%.

- Worked and trained team members on the delivery platforms.
- Ran promotions and deals on delivery platforms and saw increase of brand awareness and revenue increase by 20% during that period.

Outside Sales Rep

Ibericus, New York

Jan 2020 – Mar 2020

- Closed a deal first week after finishing the training period.
- Achieve and was able to maintain a close every 2 weeks.
- Built my client base from 0 to 10 in 2 months

Education Bachelor of Science in Sports Management

University of Florida, Gainesville, Florida

Dec 2019

Skills and Interests Soft Skills – Communication, Time Management, and Problem Solving.

Hard Skills – HTML, CSS

Language – English (Native) and Mandarin (Native)

Interests – Food, traveling, music, sports, and fitness