

Kar Lee

61-38 169th St 3F, Fresh Meadows, New York 11365 – (646) 595-5176
klee804@gmail.com

EXPERIENCE

National Debt Relief,

New York, NY

Senior Account Executive

November 2016 – April 2020

- Consistently on average enrolled over a million dollars in debt per month, provide clients with a customize consultation by performing detailed credit analysis to help them achieve their debt resolution goals
- Assisted and guide team members to maintain industry leading service to exceed sales goals in a competitive environment
- Maintained a low rejection rate in file submission monthly with a strong knowledge of underwriting guidelines, which resulted in increase productivity.
- Developed an understanding of CRM via Salesforce, keeping track of existing and potential clients in which helped streamline performance

AT&T,

New York, NY

Sales Manager

December 2010 – October 2016

- Oversaw daily operations and successfully manage one of the highest producing AT&T dealer locations in the Metro New York; top 10% store in NYC
- Maintained visual merchandise and store cleanliness in order to exceed expectations of standards of store's quarterly audit
- Successfully increased sales by building and maintaining strong collaborative relationships with consumers and professional customers of wireless/home solutions
- Developed coaching action plans for each individual, which enabled them to meet and exceed organizational and individual goals

Halston,

New York, NY

Sales Internship

August 2012 – November 2012

- Created buy books for Majors to track orders, collect buyer feedback to increase sales volume on a seasonal basis
- Conducted comprehensive market research to generate new leads for potential accounts on a monthly basis which ensured the company met the 15% global expansion goal set by senior management
- Partnered with PR team for event planning, seasonal advertising strategies and execution to ensure proper brand promotion
- Assisted Account Executive in meetings, and in seller meetings through competitive analysis and provide recommendations to boost sales

Starway Agency, Inc.,

New York, NY

Insurance Consultant

January 2009 – December 2010

- Planned and executed research and development on special bonding programs
- Built strong relationships with insurance companies through effective communication
- Provided consulting services to company underwriters, customers and other intermediaries
- Significantly contributed to have an additional 15% annual premium

EDUCATION

Hunter College, City University of New York

New York, NY

Bachelor of Arts in Psychology

September 2009 – May 2013

SKILLS AND INTERESTS

Language: Fluent in Chinese (Mandarin and Cantonese)

Computer: Microsoft Word, Excel, Mac OSX and Windows