

# *Resume*

## Personal Information

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Name : Vicky Wong  
Sex : Female  
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## Employment History

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### Employment in UK

**Oct 21 - now (work in the morning till UKT 10:30am weekday)**

**Company: Louie Plus Solution Limited (Self-employed in UK)**

**Position: Sales and Business Development Manager - Solution and Payment**

#### Duties:

- As contractor of the Cityline (Hong Kong) Limited which I have worked there for 4 years in Hong Kong and support all the below duties as usual in UK.
- Provide professional commercial strategies, payment gateway and IT solutions including website development, ticketing platforms, payment solutions and CRM to the corporates
- Communicate with IT internally with our corporate client's requirements
- Develop new accounts and meet sales and revenue targets through upselling and cross-selling within clients' organizations
- Work independently with clients to provide professional presentation, proposal, price quotation, product demo and ongoing meetings
- Work with payment and bank partners like Global Payments, Alipay, WeChat pay, BOC, Fubon Bank, Wing Lung Bank, HSBC PayMe & FPS etc for driving more business and referrals
- Key accounts: SOGO Department Store, Tiffany & Co, Ricoh, Peak Tramway, Ocean Park, Disneyland etc.

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## Experience working in HK

**Jun 2017 – Oct 2021**

**Company:** Cityline (Hong Kong) Limited

**Position:** Sales and Business Development Manager – Solution and Payment

**Duties:**

- Provide professional commercial strategies, payment gateway and solutions to corporates
- Develop new accounts and meet sales and revenue targets through upselling and cross-selling within clients' organizations
- Work independently with clients to provide professional presentation, proposal, price quotation, product demo and ongoing meetings
- Work with payment and bank partners like Global Payments, Alipay, WeChat pay, BOC, Fubon Bank, Wing Lung Bank, HSBC PayMe & FPS etc
- Key accounts: SOGO Department Store, Tiffany & Co, Ricoh, Peak Tramway, Ocean Park, Disneyland etc.

**Jun 2015 – 2017**

**Company:** Fusion Limited

**Position:** Senior Business Development Manager - Solutions

**Duties:**

- Provide professional digital solutions to corporates
- Develop new accounts and meet sales and revenue targets through upselling and cross-selling within clients' organizations
- Work independently with clients to provide professional presentation, proposal, price quotation, product demo and ongoing meetings
- Familiar in UX/UI to increase the conversion ratio of client's solutions
- Work with payment partners like Global Payments, AsiaPay, NTT and PayPal
- Key accounts: Swire Travel, Ocean Park, W Hotels, Swire Properties, Tissot, MaBelle, Conrad Hotels, Le Meriden Hotel etc.
- Strategies partners: Cyber Source, PWC

**Dec 2011 – Jun 2015**

**Company:** PayPal <sup>™</sup>

**Position:** Sales Manager

Duties:

**PayPal Here Team**

- Lead 8 Business Consultants to meet monthly target
- Built up and managed the PayPal Here team for offline and retail businesses
- Communicated with Risk Team for KYC and underwriting
- Achieved 3000 new accounts within a year

**PayPal Engagement Team**

- Lead 10 Relationship Managers to meet the monthly target
- Managed over 3000 existing SMB PayPal business merchants
- Assisted the team to drive merchant's revenue and sales volume via initiatives and Channel Partner solutions
- Leveraged the social marketing and channel partner solutions
- Familiar in Mobile solutions and O2O business
- Ensure RMs to achieve the monthly target
- Analysis and update monthly results and marketing trend reports
- Experience with mobile payment solution in offline and online environment
- Experience on handling 50-100 people workshops

**Apr 2009 - Nov 2011**

**Company:** BOC Credit Card (International) Ltd - (PI Consultant Company Ltd)  
**Position:** Assistant Supervisor

Duties:

- Ensured to meet the monthly target
- Supporting team daily sales activities and thus maximized business prospects
- Allied with the Associations and provided Loan special offer to their members
- Responsible for developing various Consumer Loan products
- Monitoring in road show
- Conducting presentation and workshop with SME customers/ Corporate Customers

**Oct 2007-Dec 2008**

**Company:** American Express Bank Ltd  
**Position:** Account Specialist

Duty:

- Responsible for promoting the Business Card to commercial customers through F2F approaches and road show

- Motivated customers to make more transaction with AE business card

**Mar 2004- Sept 2007**

**Company:** PCCW Limited  
**Position:** Account Manager

**Duty:**

- Responsible for promoting and cross selling all types of telecom services to new commercial customers through direct selling
- Retained the revenue with existing commercial customers
- Followed up works
- Inbound and outbound cold call

**1999-2004**

**Company:** Hong Kong Cable Television Limited  
**Position:** Direct Sales

**Duty:**

- Promoted cable TV services and broadband service to residence customers

**1998-1999**

**Company:** Physical Lady's Club  
**Position:** Gym Instructor

**Duty:**

- Instructed and improved the gym knowledge to clients

## Academic Record

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2023 - 2024	Certificate of Front-End Web Development, University of Birmingham
2014- 2016	Degree of Bachelor of Business Administration, University of Management and Technology
1996-1998	F. 6 to 7, Yan Chai Hospital Lim Por Yen Secondary School, HK
1990-1996	F.1 to 5, Pope Paul Vi College, HK

Insurance      license 1, 3 & 5 (expired)

## Computing and Interpersonal skill

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- ✓ Proficient in Microsoft Office;
  - ✓ Fluent in Cantonese
  - ✓ Good in Mandarin, and English;
  - ✓ Good analytical and organizational skills;
  - ✓ Good communication and interpersonal skills;
  - ✓ Good time management, creative, innovative, self-driven and independent.