

BOSCO PONG CHUN HEI

Account Manager

852-51694380 • bosco1113@gmail.com

Current Salary : 28k + Commission

I have been an IT professional sale in for the past 4 years, focusing on infrastructure solutions such as enterprise storage, virtualization, cloud migration, application development, etc. I am a positive person who gets ready to face challenges. My interpersonal skills are good at maintaining a high standard of relationship with others. I prepare myself well and am equipped before working. I look forward to opportunities to explore my ability and potential.

EXPERIENCE

NOV 2024 – PRESENT

ACCOUNT MANAGER, PETABYTES & BEYOND TECHNOLOGY LIMITED

Roles & Responsibilities

- Provide professional advice on one-stop IT solutions, including but not limited to infrastructures and solutions, to my existing and new potential customers
- Work closely with technical teams to identify new business opportunities to achieve sales targets and business plan
- Develop professional sales strategies to achieve mega deals
- Manage & supervise my teammates to achieve sales targets and personal growth

Major Key Accounts sector

- NGO
- EDUCATION
- GOV

NOV 2023 –NOV 2024

ACCOUNT MANAGER, PRO-TECH TECHNOLOGY(ASIA) LIMITED

Roles & Responsibilities

- Promote a wide range of renowned IT products, services & solutions to commercial and/or institutional customers in Hong Kong
- Prospect within assigned territory to uncover business needs and opportunities
- Sell IT products, services & solutions by leveraging expertise from the company and technologies from major global IT vendors
- Manage and execute the complete sales cycle from prospecting, qualifying, closing and forecasting
- Focus on professionals & manufacturing sectors

JUL 2021 – OCT 2023

SALES OFFICER AND FACILITATOR, CYPHER MARTIN SYSTEM LTD

Roles & Responsibilities

- Developed strong selling skills and self-motivated energy
- Create New leads & opportunity to company
- Developing and sustaining long-lasting relationships with customers
- Answer any questions related to the solution and match their needs

EDUCATION

APR 2021

BACHELOR OF ARTS WITH HONOURS IN CHINESE, THE OPEN UNIVERSITY OF HONG KONG

AUG 2017

HKDSE ACCOMPLISHED, KWOK TAK SENG CATHOLIC SECONDARY SCHOOL