

Christina Yi

US citizen holding work sponsorship in Hong Kong

Summary:

As a high achieving, dynamic, trusted advisor for clients, Christina brings a wealth of experience in Business development, Account management, and client servicing with a focus on digital and technology industries with 6+ years experience working in the **US (Silicon Valley + San Francisco) and Asia (Hong Kong, Singapore)**. Multilingual/culture (**Chinese + English**) with proven capability working with senior, C-level executives, defining value proposition, win-win scenarios and handling key accounts, she has consistently fast tracked in various disciplines in **start ups + large corporations** and industries such as **banking, Saas, professional talent search and software services**.

Experience:

General Manager + Global Head of Business Development **Rhino Partners Pte Ltd - 2022 - Present (Singapore, Hong Kong)**

- Reporting directly to the CEO/ founder, responsible for managing key accounts, new business development, mentoring staff (marketing), overseeing internal operations and budget, ensuring a consistent P&L with monthly revenue at SGD 230,000+/month. Exceeded the sales target in the 1st 3 months, signed 3 large clients revenue at SGD 216,000. Increased the overall revenue from 2021- SGD 2.5 million to 2022 - SGD 3 million. Promoted from the Head of Clients to GM in 7 months.
- Managed existing clients - 13, key accounts such as RailsBank, SingLife/AVIVA, Accenture – including work with C-level clientele and provide insights, solutions and any added value supporting the clients as a high-level service provider.
- Single handedly setup a representative office in HK resulted in positive local brand outlook, new business opportunities and recognition by major organizations such as: Digital Insurer, HK Fintech Association, etc.
- Coordinated the tech delivery teams on execution based on client requirements. Advised the marketing team on content strategy, campaign and branding building messages across APAC. Worked with the head of engineering to ensure profitability and productivity requirements are optimized. Standardized internal documents/processes for efficiency and effectiveness.

Key Account Manager - PeopleSearch - 2021 - 2022 (Singapore)

- The only Key Account Manager / BD professional (client facing) at PPS responsible for new and existing clients on their executive search requirements. Brought in 20+ senior positions worth SGD 700,000+ billing within the Financial Services Group within the first 4 months, including positions w/ 600K+ annual package.
- Responsible for developing, nurturing and building trusted relationships with existing and new clients under the Financial Services Group. Served as the brand ambassador and the only point of contact of PPS between key customers and internal teams.
- Provided dedicated talent solutions, creating specific solutions tailored to various clients' needs. Including but not limited to providing market intel/ maps, consulting data serving as part of professional high level service providers.

Recruitment Consultant - Nicoll Curtin - 2020 (Singapore)

- Solely in charge of a brand new front office domain that focused on financial institutions, financial markets and Fintech payment verticals for Nicoll Curtin during Covid 19. Highest achieving consultant that brought in 27 new mid- senior positions within the FS space during the pandemic worth SGD 800k+ in billing.
- Focused on BD and C-level relationship building (worked on positions 100% sourced from newly onboarded clients). End to end recruitment process including building a BD plan for brand new sectors, marketing of NC as a top quality talent service provider, search strategy, target companies, client mapping, etc.
- Single handedly brought in exclusive deals from new clients including the highest C-level position (500k+/year) at NC through BD, relationship building and quality service.

Candidate Manager - TEKsystems-Allegis Group - 2019

- The only candidate manager in charge of Google key account hires. Placed the highest number of contractors (9+ in 6 months) - 80% local hire, 50% success strictly through relationships/referral, billing worth SGD 300k+. Including the highest paid contractor on Google account (tripled regular profit) with the highest client satisfaction and employee retention rate.
- Single handedly recruited multiple niche junior, mid-senior level positions for Google such as Business/ Data/ Operations Analysts, Enterprise Account Manager (APJ) etc.
- Managed Google account when needed such as negotiating rates on behalf of candidates, collecting feedback to give advice, addressing and resolving issues on behalf of current contractors at Google. Maintained 100% contractor's retention rate by placing regular touch points, creating internal morale events and activities that generate high employee satisfaction.

Finance Staff - Alfresco Software - 2018 - Silicon Valley (San Mateo, CA, USA)

- One of 4 finance employees for a 450+ employee high growth, international software company (yearly rev of \$100 million+) - acquired by Hyland Software - USA. One of the key members in helping with the merger and acquisition transition.
- Overseen the company's global expense reports, generated payroll reports, and audit commission statements for Corporate America accounts, tracked AP and AR invoice collection.
- Took charge of numerous projects related to acquisition transition such as coordinating company's insurance and government related projects set within compliance policies for the new leaders, preparing and revising finance docs for auditors, training new employees on the internal process, etc.

Residential Funding Specialist - First Republic Bank - 2016-2017 (San Francisco, CA, USA)

- Processed mortgages and became the first and only promoted employee within 3 months with a performance level of that delivered 120%+/quarter over target. Designated to be in charge of 25 million USD token/day for disbursement among all parties with 100% accuracy after professional audit. One of the key members to guide the adoption of a new internal software system within the lending department. Known in the department as someone with the highest level of efficiency, accuracy and exemplary in handling sensitive and confidential information with discretion.
- Overseen the audit and preparation of loan funding documentations (purchase, refi and line of credit) in an accurate and timely manner under a high-pressure environment.
- Excellent skills/job scope highlight: internal/external stakeholder management; compliance and credit checks, bank policies and regulatory alignment, pipeline management, securing acceptance and approval of large funds among various parties holding the highest standards for client relationships.

Skills & Abilities:

Languages: English, Fluent in Mandarin (both writing and speaking), and conversational Cantonese.

Technologies:

- Microsoft Office Suite, familiar with both PC and Mac environments.
- PowerLender, Total Plus, Pay Plus, Teller, Elynx, NetOX, RWS, Netsuite, Concur, Taleo (as a vendor), Salesforce, Hubspot.

Education

Bachelor of Science | 2016 | University of California, Davis

Top 10 public universities in the USA

- **Major: Managerial Economics** - Overall GPA: 3.7 out of 4

Awards

Academic **scholarships recipient** at UC Davis (2014 -15)

Member in **Phi Theta Kappa** Honors Society