

Chhanak Nay (Brian)

Team Player | Resilient Leader

Driven and dynamic team player to drive business growth strategy sustainably and ethically



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Phnom Penh Cambodia



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SKILLS

ANALYTICAL THINKING

STRATEGIC PLANNING

BUSINESS DEVELOPMENT

BUSINESS PLANNING

VENTURE MANAGEMENT

NEGOTIATION

TEAMWORK

MICROSOFT OFFICE

LANGUAGES

English



Cambodian



PROFESSIONAL EXPERIENCE

Business Development Manager

Ruby Collections, NST Gems (Family Business)

07/2019-Present

Phnom Penh, Cambodia

- Build relationships with existing retailers and wholesalers by supporting trade deals.
- Create a sale plan with retailers to ensure business and partnership growth.
- Build strong online presence of Ruby Collections to the Gems Community
- Build a team of jewelry specialists to ensure they can help close sale physically and digitally.
- Initiate partnership events and tradeshow about Cambodian Gems and Jewelry.

Senior Key Account Executive

Unilever

05/2016-07/2017

Phnom Penh, Cambodia

- Manage Multinational Retailers Business Portfolios- Supermarket and Convenience Stores
- Create Sales and Promotions Strategy to achieve annual sales growth more than 30%
- Implement winning in-store visibility concept, "Perfect Store Concept"
- Coordinate retail operation delivery with Supply Chains and Finance department to attain timely delivery and less than 5% out of stock.
- Negotiate and Renew yearly sales & operation contract, business terms and deliverables with key accounts- Multinational Retailers.

EDUCATIONS

MSc in Entrepreneurship and Innovation

University of Southern California

08/2017-06/2019

Negotiation Mastery

Harvard Extension School

09/2018-12/2018

Marketing Certificate, Digital Marketing

University of California, Los Angeles Extension

08/2017-12/2019

BS in Accountancy and Finance

CamEd Business School

2011-2016

Phnom Penh, Cambodia

HONORS AND AWARDS

Top Venture Award, Air Strike Systems

Lloyd Greif Center for Entrepreneurial Studies

USC Marshall School of Business Education

04/2018

Full Government Scholarship

Institutes of Foreign Language, Royal University of Phnom Penh

07/2009