

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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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.

SKILLS

ANALYTICAL THINKING

STRATEGIC PLANNING

BUSINESS DEVELOPMENT

BUSINESS PLANNING

VENTURE MANAGEMENT

NEGOTIATION

TEAMWORK

MICROSOFT OFFICE

LANGUAGES

English



Cambodian



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