

Stephen Yap (Fairfield, CT)

Stephen Yap - Effective Accounts Professional in Fairfield, CT

Over the course of his career, sales and account manager Stephen Yap of Fairfield, CT, has leveraged an in-depth market acumen to drive revenue and facilitate growth. He entered his field as a sales assistant with the Katz Radio Network in Boston, then advanced to a network coordinator role with Send.com. Named manager of the company's premium beverage division after only one year, Mr. Yap used this position to increase the business unit's revenue by 200 percent.

Stephen Yap then relocated to New York City working as an account manager for DoubleClick, Inc., where he stood out as the only professional in his position to consistently reach sales quotas on a quarterly basis. He soon advanced to account director and then to senior account director, in which role he exceeded sales goals by 14 percent in a six-month period.

Subsequently appointed director of global channel sales for Omniture, Inc., Stephen Yap secured a ranking in the company's Quota Club after just five months of service. He achieved similar success following his return to DoubleClick as director of sales in 2006. In this position, he expanded the client base of the advertiser solutions east business line from 20 to more than 100.

Stephen Yap joined the Google team in 2006 as director of sales and account management. In this position, he expanded revenues for DARTSearch by 8 percent and consistently achieved 108 percent over quota. He now serves as a head of platform sales and account management, a role in which he continues to exceed projected sales targets.

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EXPERIENCE

Google

JAN 1, 2012 - PRESENT

Head of Emerging Products and Markets

DoubleClick

JUN 1, 2001 - AUG 1, 2005

Account Director

Send.com

JAN 1, 1998 - JAN 1, 2000

Manager - Premium Wine and Spirits

EDUCATION

Boston College

JAN 1, 1994 - JAN 1, 1998

BA