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## BAC-10161

### Contact Information

Contact Name	Kevin Yang	Home Address	[REDACTED]
Preferred Phone	[REDACTED]	Home City	[REDACTED]
Preferred Email	[REDACTED]	Home State	[REDACTED]
Other Phone		Home Zip	[REDACTED]
Other Email		County	[REDACTED]
DOB	[REDACTED]	Hispanic or Latino origin or Descent?	[REDACTED]
Gender	[REDACTED]	Race/Ethnicity	[REDACTED]
Other Gender		Other Ethnicity	
		Tribal Affiliation	
		Salutation	[REDACTED]
		Pronouns	[REDACTED]

### Application

Status	In Progress	Council Resolution Number	
Notes			

### Board Information

Board Name	Denver Asian American Pacific Islander Commission (DAAPIC)	Original Start Date	
		End Date	
		Other boards or commissions served	

### Work Information

Employer		Work Address	
Position		Work City	
Business Phone #		Work State	
Work Email		Work Zip	

### Additional Information

Work or home in Denver	Objection to appointment?	No
Are you a registered voter?	Special Information	
If so, what county?	Registered Lobbyist	No

Denver City Council  
District No

Lives outside of the City and County of  
Denver

Conflict of Interest No

Conflict of Interest  
Explanation

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### Education and General Qualifications

Name of High School		Name of Graduate School
Location of High School		Location of Graduate School
# of Years Attended High school		# of Years Attended Graduate School
Did you Graduate High School	Yes	Did you Graduate
		Graduate Major
Name of College		
Location of College		
# of Years Attended College		
Did you Graduate College		
Undergrad Major		

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### Reference Details

Reference Name #1		Reference Email #1
Reference Phone #1		Reference Address #1
Reference Name #2		Reference Email #2
Reference Phone #2		Reference Address #2
Reference Name #3		Reference Email #3
Reference Phone #3		Reference Address #3

Agree to a background check



Owner



Created By Denver Integration, 7/11/2025, 4:11 PM

Last Modified By Anna Respet, 7/13/2025, 2:23 PM

### Notes & Attachments

**IMG\_2760.JPG**

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Type	Attachment
Last Modified	Denver Integration
Description	<a href="#">View file</a>

**Kevin Yang - Bio.pdf**

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Type	Attachment
Last Modified	Denver Integration
Description	<a href="#">View file</a>

**2025 Resume\_Kevin Yang.pdf**

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Type	Attachment
Last Modified	Denver Integration
Description	<a href="#">View file</a>

## Applicants History

7/13/2025, 2:23 PM

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User **Anna Respet**

Action **Changed Status from New to In Progress.**

7/11/2025, 4:11 PM

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User **Denver Integration**

Action **Created.**

## KEVIN YANG

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### SUMMARY OF QUALIFICATIONS

- Undergraduate Business Administration student with an Information Systems major; coursework includes (Finance, Web Application Development, Enterprise Data and Content Management, Python, SQL, System Strategy, Strategic and Project Management)
- Five years of data analytics experience and sales operations experience in high sales driven environment; focuses on providing efficient systems for supporting sales and a productive partnership between sales, partners, and customer success
- Software skills include Microsoft Office Suite, Google Workspace, and Salesforce CRM
- Languages: English and Hmong

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### EDUCATION

#### **University of Colorado Denver, Business School, Denver, CO, 2023**

Bachelor of Science, Information Systems Major with Finance Specialization

#### **Front Range Community College, Westminster, CO, 2021**

Associate of Arts, Business Specialization

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### PROFESSIONAL EXPERIENCE

#### **Okta, Inc.**

##### **Partner Operations Manager**

**July 2024 - Current**

- Support AMER AVPs by leading weekly cadence of partner reporting, including forecasting, lead generation, ad hoc reports, and analytics, while optimizing reporting frameworks with cross-functional teams.
- Develop and deliver formal reporting packages to assess Partner and Partner sales effectiveness and productivity, while conducting metric reviews with Partner leaders and support teams.
- Provide strategic recommendations for Partner business planning, reporting, scorecards, and forecasting to optimize decision-making.
- Gather and synthesize data, conduct in-depth analyses, and develop actionable recommendations for strategic and operational Partner initiatives.
- Collaborate with cross-functional teams to refine the Partner sales reporting framework, define system requirements, and implement scalable solutions.

#### **Ping Identity**

##### **Partner Operations Manager**

**April 2024 – July 2024**

- Support the VP of Channel in developing and executing sales strategies, including forecasting, pipeline management, and quarterly business reviews
- Provide strategic direction and oversight for sales processes and initiatives, including Channel processes and best practices
- Collaborate with senior leadership to drive data integrity and analytics in Salesforce.com and Tableau, generating insights and reports to support decision-making across the sales organization
- Conduct ad hoc strategic analysis to inform business decisions and drive revenue growth

##### **Senior Sales Operations Analyst, Team Lead**

**May 2022 – April 2024**

- Support VP of Global Channel; run weekly forecast and pipeline meetings; engage on strategic plans and associated quarterly business reviews

- Provide insights and manage all reporting associated with the Ping Partner Program; produce and present financial results to the Global Channel team on quarterly basis
- Manage data integrity of our CRM, Salesforce.com; provide analysis, create reports, and build dashboards to bring insights to channel managers, sales reps and sales leaders
- Improve sales velocity by supporting the partners and ensuring the channel sales team has tools and resources required to succeed
- Work with Information Systems and cross-functional teams to lead process simplification projects
- Develop and execute plans designed to improve team efficiency, insights and productivity
- Manage, provide support, coaching, and training to one full-time employee
- Perform ad hoc strategic analysis

### **Sales Operations Analyst, Contracts & Licensing**

**October 2021 – May 2022**

- Manage Ping's contracting process within Salesforce.com
- Validate sales orders and contracts comply with company policies
- Own licensing management process including the distribution and activation of licenses
- Resolve contracts & licensing case management issues
- Drive licensing optimization projects

### **Zayo Group LLC**

#### **Sales Operations Analyst**

**June 2018 – October 2021**

- Support Sales Operations Manager in dashboard and report creation, operational and financial modeling, and automation of sales processes
- Verify and ensure data integrity and accuracy within Salesforce CRM system
- Support Sales Management in day-to-day operations and develop solutions to drive and improve quality assurance and sales efficiency; create ad-hoc reports and spreadsheets as well as work on various sales related projects quarterly
- Assist with the sales compensation payouts for the regional sales team; help establish and manage sales bookings and monitor quota performance of up to \$1.2M
- Develop and nurture strong inter-departmental communications to ensure timely resolution of customer and sales issues and concerns

### **Scottrade, Inc.**

#### **Series 7 and 63 Licensed Financial Services Representative I**

**July 2013 – August 2016**

- Work in fast-paced call center to handle general brokerage and banking inquiries relating to investment products, services, policies and procedures; answer questions relating to stocks and options, complex margin questions, and bonds and fixed income products
- Address client concerns while assisting with account applications, account transfers, wire requests, IRA distribution requests, account and tax statements
- Engage clients in meaningful dialogue to identify financial goals for stock accounts holding up to \$50,000 that may be achieved with platform and trading tools
- Research, educate, and support trading for clients in a timely manner and accurately place client trades
- Effectively utilize Customer Relationship Management (CRM) to document client interactions and new asset opportunities for branch follow up

## **Kevin Yang**

### **Bio**

Kevin Yang was born and raised in Fresno, CA and has lived in the Denver metro area since 1997. He currently resides in Thornton, CO and holds a bachelor's degree in Information Systems from the University of Colorado Denver. Professionally, Kevin works as a Partner Operations Manager at an identity security software company, where he helps drive business operations and support go-to-market strategy.

Outside of work, Kevin is passionate about community service and preserving cultural heritage. He serves as Vice President of the Hmong American Association of Colorado, a volunteer-run nonprofit supporting Colorado's Hmong population of roughly 5,000. Through programs focused on language, arts, and cultural celebration—including the annual Hmong New Year—Kevin is committed to uplifting and strengthening his community.

