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New Business Senior Enterprise Solution Sales

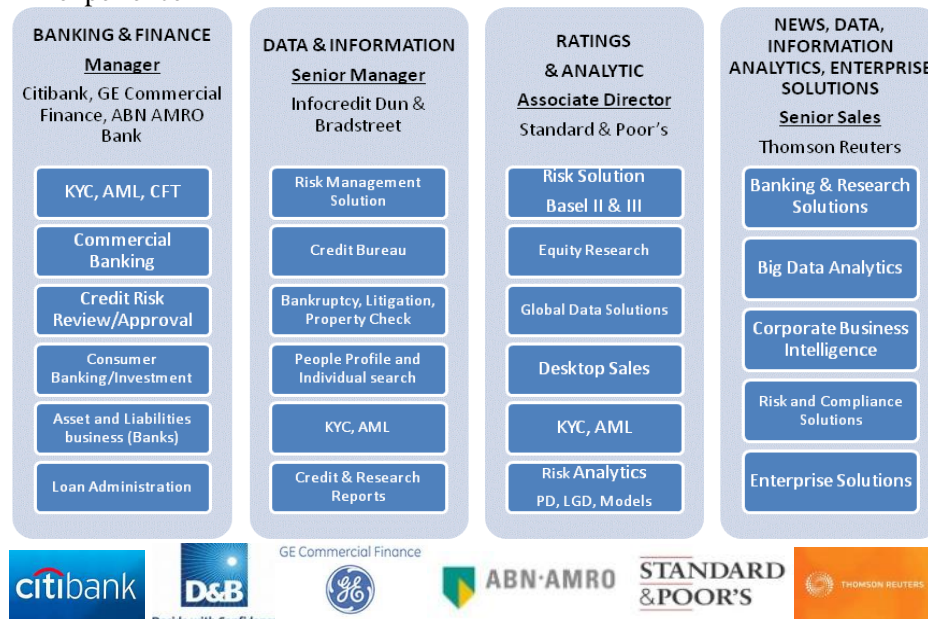
Summary:

- More than **18 years** of *Sales Leadership, Account Management and Business Development* experience in **Thomson Reuters, Standard and Poor's, ABN AMRO Bank, Dun & Bradstreet, Citibank and General Electric** covering Asia region.

ASIA EXPERIENCE						
GOVERNMENT	ASSET MANAGEMNT FIRMS	PUBLIC & PRIVATE COMPANIES	RESEARCH CONSULTANCY	INSURANCE	BANKING & FINANCIAL INSTITUTIONS	ASSOCIATIONS

- Winner of **CEO circle Awards, Global Sale Awards and Asia Deal of the month Awards** in Thomson Reuters recognizing *Global Sales leadership excellence* and *extraordinary achievements*
- **President Circle Award and SPARC Awards** in Standard and Poor's recognizing *sales leadership excellence, extraordinary achievement* and *innovation*.
- Experience in Compliance Solutions (AML,KYC, CTF), Banking, Private Equity, Venture Capital, Sell-side Solutions, Corporate Business Intelligence, Risk Management (Basel II and III, BCBS, IFRS 9), Asset Management, Equity Research, Buy-side Solutions, Banking, Analytics, Market Intelligence and Receivables Management Solutions, Credit Bureau.

➤ *18 Years of Sales Leadership, Account Management and Business Development*
experience



Work Experience
May 11 to Current



Thomson Reuters
Regional Sales Financial & Risk Management Solutions

Responsibilities

- Develop and execute go-to-market strategies and maintain a good understanding of both competitors and partners
- Direct accountability on regional business growth opportunities
- Provide recommendations to management on Strategic Partnership opportunities including content acquisition and highlighting the growth potential, business implications and risks
- Provide effective management, leadership and mentoring
- Recruit, lead and train Global Business Consultants to execute go to market strategies
- Present SWOT analysis, challenges, strategies and resource needs to regional heads, country heads and Senior Management
- Provide timely and accurate sales report and forecast on a regular basis
- Collaborate with Thomson Reuters Partners and professionals in other Thomson Reuters businesses (Legal, Tax & Accounting, IP & Science) across the regions to execute our winning strategies
- Lead and direct resources to support our growth across Investment banking, Corporate Banking, Private Equity, Sell-side research, Corporate and Government sectors

Key Accomplishments

- **CEO Circle Awards**
- Asia Deal of the month winners 2013
- **GSS Award for Global Sales leadership excellence and extraordinary achievements** in 2012. The GSS 25 Focus Awards are determined by the GSS 25 Index, calculated from both commissions' data and TRUST data. This ensures that winners must not only bring in impressive sales revenues but also demonstrate the right TRUST behaviors.
- Success in creating foothold in new markets

May 07 to Mar 11

STANDARD
&POOR'S

McGraw-Hill Companies

Standard and Poor's International LLC

Associate Director, Sales and Client Relationship Group

Responsibilities

- Responsible to lead, draft and execute go to market strategies
- Develop and implement business plans and marketing strategies including development of new products and strategic partnership in respond to the market emerging needs, business implication and risk. Promote strong collaboration with key stakeholders across the globe
- Responsible for monthly reporting (pipeline and forecast) to Head Office in New York
- Represent S&P for Award Recognition and **external public events and conferences**

Key Accomplishments

- Secured **Maybank IB in tie up with S&P for Global Research Reports – Press Release (Wealth Management)**
- **The first person globally** who has successfully transform the traditional products to a solution which meet the ever changing needs of the client – **S&P Global Data Solutions**
- The **first in ASEAN** to market **S&P Market Scope Advisor** (Solutions covering stocks, mutual funds, bonds, ETFs, variable annuities, and options) to one of the top Asset Management companies in Asia. **Won the first Shariah Index subscription deal in Asia**
- **Awarded President Circle Award** for leadership excellence and extraordinary achievements
- **The first employee in S&P APAC to win the Bronze SPARC award** for innovation to maintain S&P Market share and strategic partnerships leading to incremental revenue. A further recognition for new product innovation and ideas had earned me the **Silver SPARC** award after submitting my business proposal to the evaluation committee (Head Office)
- Ability to break through the Asia market (mega deal) with **S&P latest Risk Analytical platform** as one of the product offerings
- **The first to create a foothold (Banking sector) in Brunei** despite intense competition

Dec 05 – Mar 07



Manager – Business Banking
ABN Amro Bank N V

Responsibilities

- Lead & direct Business Development Executives and Relationship Managers to generate revenue for both Asset and Liability business. Recruit, train, lead and nurture team members to execute go to market strategies.
- Review and approval credit proposal

Key Accomplishments

- Established a team culture that promotes good working relationship and the desire to learn and grow. This led to a strong and sustainable pipeline (x3times of target) which results in an increase of 50% new sales within a period of 3 months. Success in aligning the team to meet and exceed KPIs
- Success in executing go to market strategies with strategic key wins across new sectors which generated a good float income for the bank.
- Strong collaboration with other divisions including Wealth Management led to a good portfolio of new corporate customers

April 04 – to Nov 05 Account Manager



General Electric (Commercial Finance)

A company with an outstanding heritage and a tradition of leadership

Responsibilities

- Define market penetration strategies and formulate financing solutions targeting growth and market share
- Provide advisory services to client on tender projects, credit risk management, **Factoring, Accounts Receivable Financing** and project financing

Key Accomplishments

- Maintain as one of the top 3 Account Managers for revenue generation.
- Champion the process workflow on the strategy and implementation of business acquisition plans in the logistic & bunkering segment
- Selected to participate in both internal & external major events E.g. Bluesky finance dinner, Fastest Growing 50S, Jeff Immelt sessions (CEO of GE)

June 1st 00 to April 04 Senior Manager



Infocredit Dun & Bradstreet (Singapore) Pte Ltd

The leading provider of global business information

Responsibilities

- P&L Responsibility. **Lead and Direct Account Executives and Account Managers** to generate new business and promote organic growth from the existing customer base
- Develop Business Plans and Pricing Strategies to increase market share for new and existing products
- Set individual and company-wide sales objectives and formulate plans to defend, retain and expand business
- Define and deploy sales and marketing processes and tools to management objectives

Key Accomplishments

- Exceeded target by more than 20% for every quarter
- Success in managing call centre projects (receivables outsourcing) for Banks, Financial Institution, telcos and Large Corporate accounts leading to both revenue and departmental growth
- Recognized for **sales leadership excellence** and **extraordinary achievements** during town hall meeting. Appreciation through testimonials from key customers

Dec 98 to June 2000



Consumer Banking - Sales
Citibank

Responsibilities

- Provide financial needs analysis and propose consumer banking products
- Perform compliance checks (KYC and AML) on both new and existing clients

Key Accomplishments

- Established strong customer relationships with excellent **account management capability** leading to an increase in **sales revenue**.
- Ability to maintain the drive, passion and commitment to be successful even with great challenges in a fast paced and ever-changing environment