Jeremiah CAI +65 9852 6100 | jeremiahcai@gmail.com

**SUMMARY**

I am a senior sales professional with 7 years of experience in exceeding sales targets and managing key clientele. My expertise includes new business generation, key account management, strategic planning for growth and conceptualizing/ executing marketing campaigns.

An articulate and influential presenter with a consultative selling style, I am passionate about problem solving for clients and championing business growth.

***Key Competencies and Responsibilities:***

* Prospecting, up and cross-selling for new business
* Key account acquisition and retention
* Executive presentations and contract negotiations
* Conference and event management
* Strategic sales planning and management and marketing campaigns

**PROFESSIONAL EXPERIENCE**

**Dow Jones** *Singapore*

*Institutional Sales Manager 2014 – Present*

Managing a USD$2.4 million client portfolio of financial institutions, banks, asset managers, exchanges and brokers. Addressing companies’ information services requirements in areas of risk & compliance, premium business content and real-time newswires.

*Selected Accomplishments:*

* Largest contract renewal of USD$340k/ year
* Billed USD$343k (115%) in recurring revenue in FY16, including 21 new-to-business customers
* Mentored 3 new team members and won the Dow Jones One Award in FY16
* Managed channel partnerships with the Association of Independent Asset Managers (AIAM), Singapore Venture Capital And Private Equity Association (SVCA) and the Singapore Trust Association (STA)

**Control Automation Pte Ltd (Family business)** *Singapore*

*Sales and Marketing Manager 2011 – 2014*

Responsible for selling project-based solutions to leading oil and gas and process management companies. Revamped and established marketing strategies for Control Automation. Prepared P&L and costing budgets by schedule planning and consulting with engineers.

*Selected Accomplishments:*

* Billed USD$1.4m in revenue in 2013
* Sold project-based solutions ranging from $50k to $200k to major clients like PSTC, Vietsopetro, Petronas, Flowserve, Honeywell, Yokogawa and Emerson
* Revamped and established marketing strategies for Control Automation

**Terrapinn Pte Ltd** *Singapore*

*Business Development Manager – Sponsorships 2009 – 2011*

Exceeded advertising sales targets selling to private equity and asset managers, banks, property developers, international legal and tax firms and property consultants

*Selected Accomplishments:*

* Increased conference sponsorship revenue by 18% year-on-year from 2010 to 2011
* Acquired new clients like Bank of China, GLL Real Estate Partners, Savills, CBRE

**EDUCATION and CERTIFICATIONS**

**Baruch College, City University of New York** *2009 – 2009*

Master of Science in Finance – GPA 3.43

**University College Dublin, National University of Ireland** *2005 – 2008*

Bachelor of Science in Finance – Upper 2nd Class Honours

**LANGUAGE and SKILLS**

English and Mandarin – Full professional competency

MS Office, CRM, Salesforce

**INTERESTS and ACTIVITIES**

Business News, Economics, Equity Markets and Trading

Football, Trail and Hill Running, Cycling and Texas Hold’ Em Poker

**AVAILABLE DATE and REFERENCES**

One-month notice

References are available upon request