

## Contact

[www.linkedin.com/in/winstonchan](https://www.linkedin.com/in/winstonchan)  
(LinkedIn)

## Top Skills

Management

Hotels

Hospitality

# Winston Chan

Sales Director at Oracle Malaysia & Thailand at Oracle  
Kuala Lumpur

## Experience

### Oracle

Sales Director at Oracle Malaysia & Thailand  
February 2020 - Present (1 year 11 months)  
Malaysia

### Oracle Malaysia

Sales Director - Malaysia & Philippines  
December 2014 - Present (7 years 1 month)

### Micros-Fidelio Malaysia

#### Managing Director

September 1995 - November 2014 (19 years 3 months)

Specifically responsible for the effective management of all aspects of the business unit as assigned by the President of Asia Pacific. More specifically this involves managing the following areas: Sales; Operations (Installation and Support Services, Human Resources); Technical Services; & Finance and Administration.

This position is accountable for the commercial success and development of the business unit. The overall objective of this role is to achieve or exceed budgeted revenues & IBT each financial year.

Management of the MF SEA Sales operations various activities including the establishment and management of the MF SEA Pricing template, MF SEA Vertical Solution Bundles and MF SEA Partners.

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