



## Alvin Wong

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### Summary:

- Results-driven Sales and Project Management professional with more than 20 years of experience in complex solution sales, project leadership and business development in Defense, Public Security and Safety Industries. Proven track record in new business/market development with a global mindset and strong business acumen.

### Highlights of Relevant Experience

- 20+ years in complex solution sales, leading cross-functional teams in tender preparation, negotiation, and contract reviews.
- Proven success as a Hunter-style Business Developer, securing orders exceeding \$1.2 million from major clients.
- Expertise in Sales Management, Business Development, Strategic Planning, Project Management, and leading teams in Waterfall/Agile methodologies.

### Skills

- Sales Management, Business Development, Strategic Planning, Project Management, Proposal Presentation, Contract Negotiation, Waterfall/Agile, Software Development, Data/Video Analytics, AI/ML, Blockchain, Cybersecurity.

### Employment Experience

**DBS Bank Ltd | Singapore**  
Technology Project Manager

Dec 2022 – Dec 2023

Achievements:

- Successfully managed projects exceeding \$4 million, enhancing the bank Investment & Trading Platform for its Finance and Risk Management Group.
- Collaborated with cross-functional teams, served as Scrum Master, and ensured effective communication with stakeholders.

**Cyrus Innovations Pte Ltd | Singapore**  
Director, Sales & Marketing

Sep 2021 – Nov 2022

- Secured \$1.2 million in orders, including projects with Institute of Mental Health and a military project from ST Engineering.
- Led and coached a sales team, collaborated with major system integrators, and developed capture plans for high profile opportunities.

**Invisiron Pte Ltd | Singapore**  
Vice President, Global Sales

Dec 2020 – May 2021

- Appointed 10 qualified distributors and resellers globally, generated a sales pipeline of about 30 projects for its ARVAS anomaly-detection video solution.
- Set up a new Video Analytics Business Unit and created business development strategies.

**YEM International Pte Ltd | Singapore**  
Regional Sales Director, Critical Infrastructure & Video Analytics

Jan 2020 – Oct 2020

- Managed sales activities of technological sponsors in Critical Infrastructure Protection and Video Analytics solutions.
- Developed and drove Go-To-Market plans and provided monthly sales reports.

**Terma Asia Pacific | Singapore**  
Regional Sales Manager

Jan 2018 – Jan 2020

- Replaced the incumbent in Indonesia and Malaysia, winning a US\$ 50 million contract for Indonesia Navy's KVR-60 vessels.
- Developed go-to-market strategies for Terma surveillance radars in Singapore, Malaysia, Indonesia, Thailand, and Vietnam.

**Honeywell Southeast Asia | Singapore**

Jan 2015 – Jan 2018

Senior Business Consultant

- Developed new market in Southeast Asia and secured two Airfield Ground Lighting Control & Monitoring System (AGLCMS) projects amounting to more than US\$30 million.
- Won Honeywell's Excellence Award High Growth Region in 2016.

**O'Connor's Singapore Pte Ltd | Singapore**  
Senior Sales Manager, Defence Homeland Security

Sep 2011 – Jan 2015

- Led AGT/Hitachi/O'Connor's consortium for SSIPO's Safe City Test Bed, securing the first Safe City project in Singapore.
- Strategized and secured various projects MINDEF and MHA, including Milestone XProtect VMS projects and AgentVI outdoor video content analytic project.

**Northrop Consulting (Singapore) Pte Ltd | Singapore**

Feb 2010 – Sep 2011

Country Manager

- Secured specialist consultancy services for Home Team Training Complex and Multi-Mission Range Complex (MMRC) projects.
- Setting up of Northrop's Singapore office for its new business portfolio in provision of consultancy services in Security and Tactical Training Facilities.

**Advanced Material Engineering Pte Ltd | Singapore**  
Maintenance/ Operations Manager, SAF Live-firing Ranges

Nov 2008 – Feb 2010

- Secured the company's first contract to operate all 17 SAF outdoor Live-firing Ranges.

- Setting up of a new business unit for the maintenance/ operations of SAF Outdoor Live-firing Ranges.
- Key member of the MMRC Tendering Consortium.

**ST Electronics Ltd | Singapore**  
Manager

Dec 2005 – Nov 2008

- Led cross-functional Tender Teams and won several prominent projects in Homeland Defence segment.

**Advanced Security Pte Ltd | Singapore**  
Managing Director

May 1997 – Dec 2005

- Salvaged and established the business as the market leader for MINDEF projects.
- Introduced and secured projects for high-end innovative solutions.

**Education**

- University of Northumbria at Newcastle (2019)  
Bachelor of Arts with 2<sup>nd</sup> Class Honours (Upper) in Business | Singapore  
*Major in International Management*
- Singapore Polytechnic (1987)  
Diploma in Electronics & Communications Engineering | Singapore  
*Major in Instrumentation & Control Engineering*

**Certifications and Online Courses**

- Meta Backend Developer Certification
- Design Microservice Architecture with Patterns and Principles
- Certified Professional Scrum Product Owner
- Leading SAFe® with SA Certification
- Design Thinking and Lean Stack