

David Ng Wei Min



PENANG, MALAYSIA (REMOTE)



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[LINKEDIN PROFILE] | [BLOCKCHAIN COUNCIL CERTIFICATES]

****WEB3 BUSINESS DEVELOPMENT LEAD****

DAO PARTNERSHIPS | ENTERPRISE BLOCKCHAIN ADOPTION | REVENUE SCALING

****PROFESSIONAL SUMMARY****

13-year sales leader transitioning \$20M+ enterprise pipelines into Web3 growth. Blockchain Council-certified DAO Expert with proven ability to:

- ✓ Drive ****DAO treasury growth**** and governance participation
- ✓ Bridge ****traditional finance (OCBC)**** and decentralized ecosystems
- ✓ Execute ****remote partnership strategies**** across global markets

****CORE SKILLS****

- DAO Governance (Snapshot, Aragon)
 - Tokenomics & Vesting Structures
 - Enterprise Sales Strategy
 - Risk Management (DeFi/Stablecoins)
 - Remote Team Leadership
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****PROFESSIONAL EXPERIENCE****

****DELL EMC – INSIDE SALES ACCOUNT MANAGER** | 2011-2024**

***SINGAPORE SMB & CHANNEL MARKETS (REMOTE-HYBRID) ***

- SCALED **\$20M+ ANNUAL PIPELINES ACROSS APAC MARKETS →
*PARALLEL TO DAO TREASURY MANAGEMENT***

- LED **CHANNEL PARTNER TRANSITION, EXPANDING NETWORK BY 40%
→ *DAO ECOSYSTEM GROWTH MODEL***

- CLOSED **\$7M OEM DEAL VIA REMOTE NEGOTIATIONS → *WEB3
PARTNERSHIP BLUEPRINT***

****OCBC BANK – ASSISTANT MANAGER, RISK** | 2007-2011**

- MANAGED **\$600K SGD/MONTH IN HIGH-RISK PORTFOLIOS → *DEFI
COMPLIANCE PRECEDENT***

KEY ACHIEVEMENTS:

- **TOP 5% APAC PERFORMER (2017–2022).**
 - **CLOSED \$7M OEM DEAL FOR SENSETIME & GENESIS.**
 - **RECIPIENT OF ALTITUDE AWARD (SILVER), EUC CHAMPION, AND
PRECISION SALES ACE.**
 - **COMMENDED BY DELL APJ PRESIDENT FOR SURPASSING SALES
TARGETS.**
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Education & Certifications

- **- Certified DAO Expert™ (Blockchain Council, 2025)**
 - **- Web3 Professional (Blockchain Council)**
 - **- CS50 (Harvard, In Progress)**
 - **-Cyfin Updraft (In progress)**
 - **Master's in Blockchain – University of Nicosia (Planned, 2027)**
 - **Bachelor of Mass Communication (Persuasive Communication), USM 2007**
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LANGUAGES PROFICEINCY

- **Spoken: English, Malay, & Chinese**

REFERENCES

- 1) Name: Mr. Kelvin Teh
- Telephone No: 019-410-4988
 - Email: kelvin_teh@dell.com
 - Position: Dell Manager 2
 - Company: Dell
 - Relationship: Direct reporting Manager

- 2) Name: Ong Liweng
- Telephone No: 012-485-2577
 - Email Liweng_Ong@Dell.com
 - Position: Dell Director
 - Company: Dell
 - Relationship: Direct reporting director.

