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SPECIALIZATION

Team Management Telesales / Direct Sales

Territory Development / Management / Delivery

Account Development / Management / Marketing

Building Multi-Level relationships with principals and end users

STRENGTHS

Excellent Territory Management Skills with experience of 15+ years

Excellent Account Development Skills with experience of 15+ years

Excellent Telesales & Telemarketing skills with experience of 15+ years

Excellent Direct Sales, Marketing & Delivery skills with experience of 10.5+ years

Plays excellent lead role in my areas of responsibilities (Lead Gen, Marketing & Sales)

Plays excellent support roles, value-add to License teams, up sell and cross sell prods

Process driven and places values in measurable metrics to produce consistent results

Works efficiently as a team player and consistently excels as an individual contributor

PROFESSIONAL HISTORY (Summary):

1. AVEVA Singapore Pte Ltd – Senior Manager, APJ LDR Team
2. VMware Singapore Pte Ltd – Senior Manager, APJ BDR Organization
3. Insight Technology Solutions Pte Ltd – Account Manager, SW Volume License Sales
4. Microsoft Corporation (via Adecco) – Inside Sales, Tele-Partner Account Manager
5. SSKI Pte Ltd - IBM Consulting Partner, Software Field Sales Manager + Marketing
6. RapidStart (Genovate SG) - Oracle & SAP Partner – Corp. Sales + Marketing + Delivery
7. ORACLE Corp. – Education Sales + Inside Sales + Marketing (Oracle Software License)
8. Avant Technologies Inc – Asst. Marketing Director + Corporate & Client Relations

PROFESSIONAL HISTORY:



- o **Senior Manager, APJ LDR Team**
July 2023 – Present
Singapore, Singapore

FUNCTIONS:

- Managing (11) regional Lead Development Reps in APAC (ANZ, India, Japan, GCH, and Southeast Asia)
- Generated more than \$60m+ worth of opportunities per year (around \$15m+ per quarter) with a 5%-10% increase QoQ.

- Provided regular reports and created customized SFDC dashboard for real-time views to all stakeholders.

Reason for leaving: Our Singapore office will be closing by 31-July due to cost-cutting measures so my role is being reallocated to KL, Malaysia. This move is also due to higher US tariffs starting from 1-August. Company decided to move business and sales operations to a new office in Jakarta.



VMware

8 years

- o **Senior Manager, APJ Regional BDR Organization**

Dec 2021 – Nov 2022 (1 Year)
Singapore, Singapore

FUNCTIONS:

- Managed (4) BDR Managers and (27) regional BDRs in APAC (ANZ, India, Japan, GCH, and Southeast Asia)
- On average, teams uncovered 2.5k qualified leads per quarter for sales teams to follow-up and close.
- Hot leads generated more than \$100m+ worth of opportunities per year (around \$25m+ per quarter) with a 5%-10% increase QoQ.
- Provided weekly reports to all stakeholders and created customized SFDC dashboard for real-time views
- Reason for leaving: Broadcom acquisition in Nov. made my role redundant.

- o **Business Development Manager (Southeast Asia + Korea)**

Nov 2020 – Dec. 2021 (1 year+)
Singapore

FUNCTIONS:

- Managed (5) BDRs and (16) countries in SE Asia, including SG and KO
- On average, teams uncovered 500 qualified leads per quarter for sales teams to follow-up and close.
- Hot leads generated more than 20m+ worth of opportunities per year (around \$5m+ per quarter)
- Provided weekly reports to all stakeholders and created customized SFDC dashboard for real-time views.
- Recognitions:
 - VMware EPIC2 Awardee (Q4) for Above & Beyond Leadership
 - Innovation Challenge Finalist (3rd Place)

- o **Team Lead - Business Development (Southeast Asia + Korea)**

Jul 2019 - Oct 2020 (1 year 4 months)
Singapore

FUNCTIONS:

- Managing ASEAN Business Development team's sales pipeline contribution through a mix of inbound lead follow-up, prospecting, and qualification activities over a variety of media (phone, email, & social media)
- Orchestrating strategic calls and blitzes to clients in Southeast Asia (Singapore, Malaysia, Indonesia, Philippines, other NASCENT Countries))
- Setup client meetings, demos and appointments for solution specialists.
- Achievements: Pipeline: SG\$31M+; TQLs: 2k+; Processed: 20k+
- Recognition/s: MVP Award 2019

o **Business Development Representative (Southeast Asia & Singapore)**

Oct 2014 - Jun 2019 4 years 9 months

FUNCTIONS:

- Responsible for sales pipeline contribution through a mix of inbound lead follow-up, prospecting, and qualification activities over a variety of media (phone, email, and social media).
- Conduct strategic calls and blitzes to clients in Southeast Asia (SG, MY & PH)
- Setup client meetings, demos and appointments for solution specialists.
- Helped to propose specific virtualization solutions for clients' IT requirements
- Achievements: Pipeline: SG\$20M+; TQLs: 1.5k+; Processed: 20k
- Recognition/s: EPIC Award 2016

Insight Technology Solutions Pte Ltd (Microsoft LAR)

Regional Sales Account Manager

Oct 2011 - Dec 2013 (2 years 3 months)

Singapore



MICROSOFT Singapore (via Adecco)

Partner Account Manager (SMS&P, SG & MY)

Oct 2010 - Jun 2011

Singapore

IBM Field Sales Manager

SSKI Pte Ltd

Jun 2010 - Oct 2010 (5 months)

LITHAN

Senior SAP Education Consultant (Corporate Accounts)

Lithan Genovate (SAP Education Partner)

Jun 2009 - Dec 2009 (7 months)

Singapore

Note: Lithan Genovate is new Company Name of Genovate (joined since 2008)



Genovate Solutions

Account Manager (Oracle Education)

Apr 2008 - May 2009 1 year 2 months

Singapore



Oracle Corporation

3 years 2 months

- o **Demand Generation Consultant (DGC)**
Jun 2006 - Mar 2008 (1 year 10 months) Philippines
- o **Education Sales Representative (ESR)**
Feb 2005 - Jun 2006 (1 year 5 months) Philippines



Ateneo de Davao University

Grade School Teacher

Nov 2000 - May 2003 (2 years 7 months)

Philippines

EDUCATIONAL BACKGROUND

COLLEGE

SY 2000-2001 R.S.T.C. TRAINING PROGRAM

Ateneo de Davao University

Matina, Davao City

MERITS: Top Ten (Ranked 4th Overall) in Academic Excellence

SY 1994-1998 B.S. PHYSICAL THERAPY

Dominican College

San Juan, Metro Manila

MERITS: Top Ten (Ranked 5th Overall) in Academic Excellence

Gold & Bronze Medalist: Quiz Bee [Group Division]

SPECIAL TRAINING/SEMINAR ATTENDED

May. 2012	Microsoft Volume Licensing to Large Organizations Microsoft, Singapore
Mar. 2012	Microsoft Licensing 101 Microsoft, Singapore
Feb. 2012	VMware VSP5 Sales Workshop ECS Computers, Singapore
Oct. 2011	Symantec Licensing Fundamentals Insight Technology Solutions Pte Ltd
Oct. 2011	Adobe Licensing Fundamentals Insight Technology Solutions Pte Ltd
Oct. 2011	Microsoft Volume Licensing Fundamentals Insight Technology Solutions Pte Ltd
Jun. 2007	Customer Intelligence & Market Research Oracle Corp.
Jun. 2006	Oracle Technology Licensing and Support Oracle Corp.
Aug. 2005	Advanced Oracle Core Technologies Oracle Corp.
Feb. 2005	Database and Applications Training Oracle Corp.

COMPUTER LITERACY

Software Applications

- Outreach
- Navigating through Oracle Apps
- Adobe Pagemaker, Photopaint, Coreldraw
- MS Word, MS Excel, MS PowerPoint
- Flash, Dreamweaver, etc.

Internet Applications

- ZOOM / Slack / MS Teams
- SalesForce.com (CRM)
- ZoomInfo

REFERENCES:**Andrew Tsirigotis**

Senior Director, Commercial Marketing APJ

VMware (Sydney Office)

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Beth Redpath Katz

Director, Global Lead Management and Integrated Demand Services

VMware (London Office)

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Mr. Abhijit Das

Senior Director - Partner Strategy

Former SMS&P Asia Pacific Lead

Microsoft Corporation (Singapore)

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<http://sg.linkedin.com/pub/abhijit-das/15/9a1/475>

Mr. Michael Amico

Former Direct Manager from the US

Regional Sales Manager - Asia Pacific Region

ORACLE Corp. USA (now with Salesforce)

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Mr. Brandon Korbey

Former Direct Manager from US (US Markets)

Regional Sales Manager – North Americas USA

ORACLE Corp. USA

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