

This candidate is presented by Bershaw

For further information please contact **Jean Shaw** at jean@bershaw.com

or at

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Michael Vincent A. Tarrobago

Role	Country Manager
Location	Singapore
Relocation	YES
Experience	<ul style="list-style-type: none">• 15+ years in SaaS and enterprise tech leadership across VMware, AVEVA, Microsoft, and Oracle, driving revenue, pipeline growth, and regional performance.• Led multi-country APJ teams (ANZ, India, Japan, GCH, SEA) of up to 30+ BDRs and managers, delivering over \$100M+ in qualified opportunities annually.• Proven operational leader with expertise in Salesforce CRM, KPI management, and process optimization for high-volume lead generation and conversion.• Data-driven strategist skilled in creating dashboards, performance reports, and scalable sales development frameworks across diverse markets.• Recognized people leader, awarded multiple VMware EPIC and Leadership awards, with a track record of coaching high-performing inside sales and demand gen teams.• Regional SaaS specialist experienced in building go-to-market, telesales, and partner development operations aligned with global corporate standards.
Nationality	Filipino
Availability	60 days
Expected Salary	Open
Contact Details	Mobile/WA: +65.93536356 Email: mycle27@yahoo.com

BERSHAW SPECIAL NOTE:

The above candidate has confirmed they have not been introduced to this company or position by another agency or through direct contact. We have confirmation, stating that the above candidate would like to be represented by Bershaw.

By accepting details of, interviewing or engaging an Applicant introduced by us, the Client is agreeing to be bound by Bershaw's standard Terms of Business unless otherwise agreed in writing. If this candidate is appointed within 12 months of our introduction (unless an alternative period has been agreed in writing), Bershaw's fee becomes payable.

Michael Vincent A. Tarrobago

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Mobile/WA: +65.93536356 **Email:** mycle27@yahoo.com

FIN No: G6078802U **Nationality:** Filipino

<https://sg.linkedin.com/in/miketarrobago/>

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)



Senior SAP Education Consultant (Corporate Accounts)**Lithan Genovate (SAP Education Partner)**

Jun 2009 - Dec 2009 (7 months)

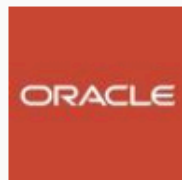
Singapore

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	<ul style="list-style-type: none">- Outreach- Navigating through Oracle Apps- Adobe Pagemaker, Photopaint, Coreldraw- MS Word, MS Excel, MS PowerPoint- Flash, Dreamweaver, etc.
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Internet Applications

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

REFERENCES:**Andrew Tsirigotis**

Senior Director, Commercial Marketing APJ

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Beth Redpath Katz

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Mr. Abhijit Das

Senior Director - Partner Strategy

Former SMS&P Asia Pacific Lead

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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

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