

Resume

Personal Information	
Name	Lam Wai Cheung Ronald 林瑋翔
Gender	Male
Contact No.	94405955
Email Address	Ronaldlam264@gmail.com

Summary
<p>Responsible for planning, strong system analytical skills, excellent computer & excel skills, good communication and acting independently within a fast-paced multi-task driven environment and highly passionate about the IT industry, On premises & Cloud Environment .</p> <p>Interpersonal skills to deal with both business users and technical personnel to deliver on business outcomes. Dedicated to having long-term development in the IT industry, and currently studying on AWS cloud Certificates.</p>

Skills	
English	Basic
Cantonese	Good
Mandarin	Basic
Strengths & Qualification	<ul style="list-style-type: none">- Computing Skill: Microsoft Word, Excel, Power Point (excellent in excel skills and system analytical skills)- AWS Certified Big Data – Specialty- AWS Certified Solution Architect – Associate Certificate- AWS Certified Cloud Practitioner certificate- Ability to work under pressure and Good Time Management- Equally comfortable working as a member of a team and independent

Education	
Qualification	HKCEE (2002)
School	Ying Wa College
Period	September 1993 – June 1998
Qualification	HKAL (2001)
School	Po Leung Kuk Vicwood K.T. Chong Sixth Form College

Experience & Job Duty	
Job Title	Sales Manager
Employed period	Aug 2023 – Present
Company Name	Nextlink (HK) Technology Company Limited
Achievements	<ul style="list-style-type: none"> • Key Clients: Hong Yip, Prime Credit, Next Sourcing, Sun hung kai, ESD life, DCH , Casetify, HKMCA, Kee Wah, Sik Sik Yuen, HKPC , CLSA , CitiStore • Proposed Company Strategy directions and consolidated professional services for the 2024 & 2025 (Canned solutions : AI Chatbot , GENBI, Migration, Landing Zone, ISV solution partner, Security Assessment.) • Standardize working morale for handling billing clients, saving profit, enhance sales skillsets on account penetration , account mapping, and operational workflows. • Restructure sales team and enhance sales skillsets. <ul style="list-style-type: none"> - Recruitment Sales - Industry Focus - Arrange Sales Enablement sessions for ISV solutions (AI/SAP/DB) & CPPO, Marketing Insights sharing by AWS, and product training by the presales team. - Team sharing on sales case reference and business selling points. - Engage sales in pipeline management. • Explore new products solutions, events and strategies to engage more new Company Logos in AWS usage. E.g. CyberArk, Fortinet Pen Test, Load Test, AWS Security Hub, Prisma Cloud, GENAI , GENBI , Dify

Job Title	Senior Business Development Manager
Employed period	Apr 2023 -July 2023
Company Name	Nextlink (HK) Technology Company Limited
2023 Achievements	<p>Key Win Project <u>ESD Life & Hutchison Travel – Data Center Migration Project ,</u></p> <ul style="list-style-type: none"> • Complete MAP (Assessment, Mobilization & Migration) • The project involves migrating an Oracle database to AWS RDS in two phases. Phase 1 includes migrating the database, setting up AWS resources, configuring DMS, and ensuring security, along with providing documentation and support. Phase 2 focuses on implementing the migration in UAT and production environments, configuring VPC and routing, and erasing sensitive data.

Job Title	Business Development Manager
Employed period	Feb 2019 – Mar 2023
Company Name	Nextlink (HK) Technology Company Limited
Job Description	<ul style="list-style-type: none"> • Meet or exceed revenue targets for AWS business in Hong Kong by developing and executing a comprehensive account and territory plan. • Build long-term strategic relationships with key accounts to accelerate customer cloud adoption and ensure satisfaction by understanding their pain points. • Package AWS services and third-party solutions to meet diverse client requirements through a well-defined sales process, consistently measuring client feedback against established benchmarks.
2022 & 2023 Achievements	<p>Government project <u>ESD Life- Policy Innovation and Co-ordination Office – ESS 2.0(Anti-epidemic Fund)</u></p> <ul style="list-style-type: none"> • Project Service, MSP service for AWS infrastructure env with security compliance for 2022 Employment Support Scheme (“the Scheme”) under the Anti-epidemic Fund • Project Size : ~ USD 85,000 /one-off + USD 20k/mth (within event period) <p>Data Pipeline Project <u>AEON Credit – Data Analytics Pipeline with Terraform IaC & CICD</u></p> <ul style="list-style-type: none"> • Provide End-to-end Data Lake, Data Solution , ML and BI service with different service provider to User • Project Size: USD 200,000 /one-off + USD 40,000 /mth

Past Work Experience	
Job Title	Senior Business Manager
Employed period	Apr 2010 – Feb 2019
Company Name	IXTech Limited
Job Description	<ul style="list-style-type: none"> • Develop new business opportunities and promote a full range of IT, ISP, and IP network solutions—including Data Center, Cloud, MPLSVPN, IPLC, Network Security, and System Integration—to SMEs, major corporations, and enterprise accounts in Hong Kong, Macau, and Greater China. • Assist the Sales Director in conducting marketing activities, including events and seminars, to generate sales leads and strengthen customer loyalty