

# Johnathan Ho

## Account Management

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### CAREER SNAPSHOT

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2018 –	<b>SALES DIRECTOR</b> Bee Sim Foods Pte Ltd
2016 – 2018	<b>ACCOUNT MANAGER</b> Dynasafe Technologies Pte Ltd
2013 – 2016	<b>SALES MANAGER / COUNTRY MANAGER</b> CST Distribution (Myanmar) Pte Ltd
2011 – 2016	<b>PROJECT MANAGER</b> Concept Systems Technologies Pte Ltd

### PROFESSIONAL HISTORY

#### Bee Sim Foods Pte Ltd, Singapore

##### *Sales Director*

**July 2018 – Present**

**Scope of Role:** Lead the sales department - reporting directly to the Managing Director. Improve in business processes and provide necessary strategies to increase revenue within the local market. Establish a partner program to increase sales via in-direct routes.

##### **Key Achievements:**

- Develop and implement sales and marketing strategies
- Build sustainable sales infrastructure with effective hiring and training standards
- Oversee and manage division's operating budget in accordance with the business direction
- Evaluate local market, identify and develop sustainable sales verticals

#### Dynasafe Technologies Pte Ltd, Singapore

##### *Account Manager*

**Nov 2016 – July 2018**

**Scope of Role:** Win prospective clients – educating the importance of IT security and demonstrating the value of Dynasafe Technologies to C level executives. Keep abreast of emerging technology and recommend new solutions to the management, increasing Dynasafe's security portfolio and bridging the gap between external vendors and internal stakeholders.

##### **Key Achievements:**

- Managed a growing number of 35 accounts within the commercial sector
- Winning new businesses with total contract sum exceeding \$1m
- Present market strategies and best practices to C level prospects and clients
- Collaborate with external and internal teams to ensure smooth project completions
- Forge close partnerships with new vendors and distributors

## **CST Distribution (Myanmar) Pte Ltd, Myanmar**

### ***Sales Manager / Country Manager***

**May 2013 – June 2016**

**Scope of Roles:** To establish Concept System's presence in the developing economy by setting up a new office in Myanmar. Pilot the business development and groom a team independent enough to contribute consistently to the business. Maintain and keep the business growing by securing new logos for the Myanmar office.

### **Key Achievements:**

- Instrumental in breaking into the Burmese market and setting up of office in Yangon
- Led a team to exceed initial performance expectations within 6 months of entry into the emerging market
- Responsible for the introduction of Allen&Heath, Mackie and Norton Audio into Myanmar via CST
- Conducted AV exhibitions to increase market awareness that eventually led to sales figures
- Secured a deal for a Parliament building and lead the entire project till the official opening of the venue by the Minister of State

## **Concept Systems Technologies Pte Ltd ([www.concept-system.com.sg](http://www.concept-system.com.sg))**

### ***Project Manager***

**July 2011 – Nov 2016**

**Scope of Role:** Lead the full project lifecycle from planning through to delivery of audio, video and lighting projects. Provide end-to-end business change, design audio-video (AV) systems, including bespoke lighting and hoisting systems, deliver system connectivity and management services.

### **Key Achievements:**

- Provided professional AV consultation to relevant head of departments in hotels, churches, schools and commercial buildings
- Submitted project tenders with persuasive system designs and quotations that suited the needs of clients
- Managed awarded projects by supervising installations, providing quality and timely hand-overs
- Offered after-sales services to clients through scheduled maintenance
- Conducted AV and IT trainings for audiences up to 300 pax
- Successfully integrated and programmed most of the digital audio and video processors in projects

## **ACADAMIC QUALIFICATIONS**

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### **2006 – 2009 Diploma in Mechatronics**

Temasek Polytechnic

## **MISCELLANEOUS**

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### **Spoken and Written Languages:**

English (first language) | Thai (mother tongue) | Mandarin (3<sup>rd</sup> language)