SANDY SOH MEIYING

92746608 (Mobile)

sandy.soh@gmail.com

PROFILE

Sandy is a versatile entrepreneur and manager with many years of business development and consulting experience in Cloud, Cybersecurity services and Enterprise solutions. She has driven and worked on local and global projects for Cloud computing services (SaaS, IaaS), managed connectivity and Cybersecurity services, as well as Microsoft and SAP CRM and BI solutions. Throughout her work experiences, she has engaged people from different levels, industries and countries. She is also equipped with the right skills to engage C-level clients, business partners, and internal team members. Her global work experiences include Europe, Australia, China, Hong Kong, Philippines, Vietnam and more.

As a business development manager, she identifies problems that clients face in their businesses, propose suitable enterprise solutions and seal the deals. She also develops business strategies to drive sales and develops account plans for long-term working relationships. She is experienced in organising business development events and activities. She is also a certified Microsoft CRM consultant and ACTA-certified adult educator.

In 2015, she grabbed the opportunity to start her own small business tapping on the freelance economy. She runs all aspects of the business including strategizing, business development, marketing and project management. She forms and manages freelance teams to work on projects and ensure smooth deliveries. She manages different groups of people from different specializations. She is familiar with the startup scene and has built strong long-term relationships with her clients and business partners.

Throughout the years, she has transformed companies, built up a strong network and established a good reputation. She is able to work well independently as a key contributor and is also a collaborative team player. In view of the weakening global economy, she hopes to seek an interesting opportunity that offers stability and growth while making a positive contribution to the economy.

PROFESSIONAL EXPERIENCE

Founder/Director   **Dec 2015 – Present**

Agile Management Global Pte Ltd

- ❖ Founded and manage the entire business
- ❖ Manage business development and marketing to improve awareness and branding of company and expand market outreach
- ❖ Manage teams for projects related to Cybersecurity (VAPT, Cybersecurity posture assessment), Digital marketing (SEO, Google Ads), Web development (Wordpress, Magento) and more
- ❖ Source for new business opportunities and work to close the deals
- ❖ Build strong C-level relationships with clients and business partners
- ❖ Establish a strong database of freelance resources
- ❖ Analyze business requirements, draft proposals and SOWs using suitable solutions
- ❖ Work with MNCs and SMEs from different verticals including public sector, professional services, retail, manufacturing, education and etc
- ❖ Work on regional project with Malaysia and Indonesia

Trainer (Freelance)   **May 2018 – June 2019**

Various Training Centers

- ❖ Conducted WSQ Information Technology (IT) trainings for adults
  - ICDL Tablet Fundamentals, ICDL EqualSkills, ICDL Online Essentials
- ❖ Conducted government-initiated workshops for educators from public agencies
  - Building and Construction Authority of Singapore (BCA)
  - National Environment Agency (NEA)
- ❖ Conducted trainings on Entrepreneurship and Innovation, Financial Literacy for tertiary and secondary school students

Senior Business Development Manager   **Jun 2015 – Dec 2015**

Protiviti Pte Ltd

- ❖ Generated sales pipeline and closed business deals for IT Consulting division.
- ❖ Worked closely with presales team to sell Business Intelligence consulting, IT Audit and Cybersecurity services.
- ❖ Include Microsoft Power BI, SAP Crystal Reports, SAP HANA, Tableau and etc
- ❖ Actively involved in planning marketing activities for increasing company's branding and generating leads
- ❖ Engaged prospects and clients from different verticals including professional services, trading, education and public sector and etc
- ❖ Left when company shut down the IT Consulting division in Singapore as part of the global business restructuring plan

Account Manager, Asia Pacific   **Jul 2012 – Jun 2015**

CITIC Telecom CPC Pte Ltd

- ❖ Built sales pipeline and closed regional sales opportunities for IT managed connectivity, Cloud (IaaS and SaaS) and Security services
- ❖ Delivered sales presentations, understood clients' needs, and worked with presales team to propose suitable solutions
- ❖ Managed accounts and resolved problems including payment and contractual issues
- ❖ Focused on professional services sector including law firms, recruitment firms and financial services, education and etc
- ❖ Consistently achieved sales targets of 500K per quarter
- ❖ Worked on regional projects with China and Hong Kong sales teams
- ❖ Usage of Salesforce for accounts managing, activities tracking and reporting

Microsoft Dynamics CRM Functional Consultant / Product Specialist   **March 2010 – Jun 2012**

3PSolutions Pte Ltd

- ❖ Took on 2 roles as Microsoft Certified Consultant and Product Specialist
- ❖ Involved in entire project lifecycles - analysis, customization, user acceptance testing, training and documentations.
- ❖ Researched on new (project management) product, presented new product at launch event and prospect meetings
- ❖ Implemented Microsoft Dynamics 4.0 for several public agencies
- ❖ Built close relationships with people working for Singapore's public sector

SAP CRM Functional Consultant   **June 2008 – Feb 2010**

Ecenta Asia Pacific Pte Ltd

- ❖ Implemented several local and overseas projects for SAP CRM Sales, Service and Marketing
- ❖ Performed analysis, design, customization, implementation and testing of CRM systems
- ❖ Involved in SAP Testing Program for SAP Loyalty Management with SAP, Germany
- ❖ Participated in several presales and sales activities
- ❖ Worked on global projects for Australia, America, Philippines, Thailand and etc

Temporary Jobs

Trainer/ Assistant Trainer with ACP Computer School   **2005**

Internship with Archer Logic (S) Pte Ltd   **2005**

PROFESSIONAL TRAINING

Enterprise Systems
- ❖ Microsoft Certificate of Excellence – Microsoft Dynamics CRM 4.0 Applications
- ❖ Microsoft Certificate of Excellence -Dynamics CRM 4.0 Customization and Configuration
- ❖ VMware Sales Professional (7 certificates)
- ❖ SAP CR100 CRM Customizing Fundamentals
- ❖ SAP MDM100 MDM Fundamental

Training
- ❖ Advanced Certificate in Training & Assessment (ACTA) from SkillsFuture Singapore Agency
- ❖ Accredited Tester by ICDL

EDUCATION

Master of Business Administration   **Nov 2018 - Aug 2019**

Quantic School of Business and Technology

Bachelor of Computing (Second-Class Honours)   **July 2005 - May 2008**

National University of Singapore

Diploma with Merit in IT (Mobile Computing)   **July 2002 - June 2005**

Ngee Ann Polytechnic

AWARDS & ACTIVITIES

- ❖ Awarded **IDA Gold Medal** for being the Most Outstanding Graduate as judged by overall academic performance and co-curricular activities in the course (2005)
- ❖ Awarded **SingTel Prize** for being the Most Outstanding Graduate for the course (2005)
- ❖ Awarded **Silver Certificate of Achievement in CCA** for outstanding performance in co-curricular activities (2005)
- ❖ Awarded **Ngee Ann Kongsi Scholarships** for outstanding academic performance (2004, 2005)
- ❖ **President**, Singapore Computer Society Student Chapter, Ngee Ann Polytechnic

KEY SKILLS

- ❖ **Cybersecurity Services**: Vulnerability Assessment and Penetration Testing, Cybersecurity Posture Assessment, Baseline Security, Ecommerce platform scanning, ISO 27001 Assessment, Fortinet, Palo Alto,
- ❖ **Enterprise Systems**: Microsoft Dynamics CRM, SAP CRM, Business Intelligence, Power BI, SAP Crystal Reports, IBM Cognos OLAP, Tableau, Microsoft NAV, SAP B1, SAP MDM
- ❖ **Cloud Services**: VMware, Hyper-V, CITRIX
- ❖ **Digital Marketing**: SEO, Facebook and Google Advertising, Web development
- ❖ **Programming Skills**: Visual Basic, Visual Studio.Net, Java (J2SE, J2ME, J2EE), Javascript, HTML, PHP
- ❖ **Adult Training**

LANGUAGE SKILLS

- ❖ English – Spoken and Written
- ❖ Chinese – Spoken and Written (Dialect – Hokkien)
- ❖ Japanese – Introductory