

# Tianchan (TC) DONG

## SUMMARY

Sales engineer with a development background in software and hardware. Expertise on new and emerging markets. MBA in France. Passionate about using software to solve business needs and drive value.

## EDUCATION

### HEC Paris – Jouy-en-Josas, Île de France, France

January 2019 - May 2020

- MBA – Master's in Business Administration, specialization in Digital Innovation
- HEC Excellence Scholarship – Merit award based on academic record and GMAT performance
- GPA – 3.84/4

### Duke University – Durham, North Carolina, USA

September 2012 - May 2016

- BSc in Electrical and Computer Engineering and Computer Science
- Mastercard Foundation Scholarship – Full scholarship for African students with leadership potential
- International exchange in England – University College London

## PROFESSIONAL EXPERIENCE

### Tweag I/O – Paris, France

March 2020 – March 2021

Startup innovation lab for functional programming and data science, providing software consultancy services.

#### Sales and Marketing Engineer

*Sales Engineer for Bazel, Haskell, Nix, across all industries and sales channels*

- Developed new inbound sales channels from partnerships and open source collaborations.
- Set up end to end sales cycle process from lead generation to account management.
- Incorporated Software engineers into the sales process and promoted a sales mindset for all within the company.

### IBM – Dubai, Istanbul, Johannesburg

June 2016 - December 2018

Historical tech giant operating in over 170 countries.

#### Middle East Africa (MEA) SaaS Client Technical Professional

*Cyber security Sales Engineer for SaaS offerings across MEA with a strategic focus on development of new markets, business partner channels and enterprise clients*

- Signed first Application Security on Cloud sale in South Africa valued at \$750k with investment bank client through highly customized Proof of Concept and development of trusted advisor relationship with client.
- Grew the Application Security business from zero market presence in 2017 to over \$300K in 2018. Combined revenue growth achieved in the cyber security cloud sector totalled 305% in South Africa.
- Top performer in IBM Q4 2018 cyber security cloud signings with significant contribution to the achievement of 25% of worldwide sales revenue target in the first month of the Quarter.

#### Client Technical Professional

*Sales Engineer managing application, endpoint and mobile security in South Africa*

- Prevented retirement of \$500k license management software by government client through reconfiguring software parameters in complex client architecture.
- Reinvented the core strategy of a business partner and assisted their transformation into SaaS and managed services model.

## INTERNSHIP AND VOLUNTEER EXPERIENCE

- **Digital Transformation Consulting (Paris, France, 2019)** – Partner with Intermarché, Capgemini Invent and Air Liquide in order to develop digital transformation strategies in diverse industries targeting specific segments and innovation trends.
- **Business Ethics Research Assistant (Nottingham, England, 2019)** – Measure impact of technology in impoverished communities through sentiment analysis. Enquiry of ethical self-formation through digital self-writing from collection of social media data.

## ADDITIONAL INFORMATION

- English: Native      •Chinese: Fluent      •French: Intermediate (B1)      •German: Beginner (A2)
- Small web and mobile projects. Familiar with Git version control
- Enjoys hosting hackathons and community events
- ABRSM violin Grade 7