TC (Tianchan) DONG

Email: tianchansa@gmail.com
Phone: +33 7 67 34 58 65
LinkedIn: https://www.linkedin.com/in/tcdong/
Github: https://github.com/qwerky7835

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