

# ARTHEMUS JOHN BALGOA

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## CURRENT POSITION

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### INTERNATIONAL BUSINESS DEVELOPMENT MANAGER

*Product Development / Business Development / Project Management*

A business development manager with a focus on business development and management for the past 4 years and with a cumulative work experience of 14 years, locally and overseas. Experienced in both B2B and B2C solutions management and market development in a multicultural environment. With exceptional versatility gained from a wide array of management and technical skills in IT product management and business development, IT systems and project management. MBA Professional degree from Assumption University is expected to be completed this October 2016.

#### **Core competencies include:**

- Accountable
- Outcome oriented
- Independent
- Fast Learner
- Articulate Presenter
- Organizational leadership
- Effective communicator
- Self-Starter
- Team Player

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## PROFESSIONAL EXPERIENCE

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### International Business Development – Wholesale Voice Termination DEC. 2015 – PRESENT

***1-TO-ALL Co., Ltd., Bangkok, Thailand***

*1-TO-All is market leader in cost effective communications solutions to consumers, resellers and service providers locally and worldwide through our wholesales voice department. In 2012 we built our B2C segment which focused in delivering innovative communications products for the consumer market and also expanded our international wholesale voice termination services from Thailand to include 60 other countries across the world.*

#### **Work Responsibilities and Highlights:**

- Promotes international wholesale Voice (telecommunication) to increase market share throughout Asia;
- Manages the relationship with assigned key operators and interact at all levels within the customer's organization.
- Coordinates the operational end-to-end implementation of contracts from negotiation to full service deployment.

*Continued...*

- Manages contract development of client's portfolio including the domains of financial (billing, collection, disputes resolution), technical (dimensioning and configuration of the physical interconnection), legal (contracts) and administrative issues towards your assigned customers portfolio;
- Develops new ideas for further product development based on internal and customer feedback.
- Co-develop tools with provisioning engineer to allow sales team quick visual monitoring of day to day sales performance and client portfolio management.
- Manages IT system interoperability testing and integration between various vendors and partners.

**Business Development – New Product Line  
2012 – NOV 2015**

***1-TO-ALL Co., Ltd., Bangkok, Thailand***

Strongly focused on the entire product line life cycle from strategic planning to tactical activities. Identifies market requirements from current products by conducting market research supported by on-going visits to customers and non-customers and drives a solution set across development teams, primarily IT team, and marketing communications, through market requirements, product contract and positioning. Presents business plan with local and international partners to get them to support our strategy with minimal cost required.

***Work Responsibilities and Highlights:***

- ◆ Responsible for the International Roaming Sim product from product development to go to market approach for the sales team. Includes outsourcing possible roaming sim partners, evaluating product capability, pricing, market sustainability and system integration with 3<sup>rd</sup> party payment gateways.
- ◆ Explore marketing approach toward new business development on International roaming sims. Market coverage: ASEAN, China, Japan
- ◆ Developed brand TollkoomS, innovative mobile sim with solution for voice calls, internet and mobile payment services.
- ◆ Developed brand KOMO, a lifestyle technology brand focusing on electronic wearable devices such GPS-watch tracking device for kids and mobile communication apps.
- ◆ Lead the product team in creating technical, commercial and A-Z business processes to ensure smooth daily operations of backend systems, sales, and after sales support.
- ◆ Synergizes with R&D and marketing team in identifying system functions and features that would be beneficial for the end user and create innovative solutions that would differentiate our products from the competitors.
- ◆ Lead marketing team in integrated marketing communication in designing product communication tools and packaging.
- ◆ Works with outsourced IT development partners (overseas) in developing innovative products and applications that meets local market requirements.
- ◆ Outsource IT vendor partner for latest IT products and system and creates vendor product profiling and testing together with IT team.

- ◆ Travels locally and overseas to develop business relationship with prospective business partners, identify and outsource new products from technology fairs, and get new perspective from trending products.

**Project Manager – Aeronautical Communications Project (AEROTHAI)  
2007 - 2012**

ATHI TELECOM Inc., Bangkok, Thailand

*Athi Telecom is a leader in systems integration and the provision of telecommunications systems in the government and military sector, hospitality and state enterprises.*

Managed onsite project management in coordination with overseas project management and software development team. Responsible for business development and engineering functions including: identifying, qualifying and meeting stakeholders expectations, customer relationship management, setting and meeting project milestones, preparing solution briefs, product testing, Routine responsibilities include identifying, planning and mitigating risks that will affect project cost, scope and schedule.

***Work Responsibilities and Highlights:***

- ◆ Functions as a coordinating manager with overseas project and software development team.
- ◆ Manage stakeholder's expectations.
- ◆ Provides system training services to onsite staff including preparation of training materials.
- ◆ Provides technical support on testing and reporting quality control test results.
- ◆ Re-designed the Site Acceptance Test plan to in accordance to the system design changes, tender requirements and stakeholder's expectations.
- ◆ Planned and coordinated the interoperability testing of two (2) Aeronautical Telecommunications Network center in ASIAPAC region (Thailand and Singapore).
- ◆ Facilitated the overseas training program of the client.

**PRE SALES ENGINEER, 2006 - 2007**

ATHI TELECOM INC., Bangkok, Thailand

Contract position responsibilities included: providing in house product training to system engineers and sales executives, providing high impact sales presentations to key decision makers, preparing compliance documentation for TORs, coordinating with business partners regarding technology road map developments and providing technical advice to the sales team.

***Selected Achievements:***

- ◆ Successfully complied response to bid documents for several private offices and state enterprise projects. Most recent is the Electricity Generating Authority of Thailand (EGAT) and Aeronautical Radio Authority of Thailand (AEROTHAI).
- ◆ Supported sales executives in closing several small and large size enterprise deals through high impact value added presentation. Mostly dealing with foreign CEOs.
- ◆ Acquired Alcatel-Lucent's Pre Sales certification

**SYSTEM ENGINEER, 2005 - 2006**

ATHI TELECOM INC., Bangkok, Thailand

Contract position responsibilities included: providing in house product training to engineers, coaching and training support for overseas engineer certification, prepare solution designs in coordination with presales department and providing systems training to customers.

**Selected Achievements:**

- ◆ Successfully trained the whole sales department to pass the annual certification program conducted by our business partner Alcatel-Lucent Technologies to maintain premium business partnership status.
- ◆ Successfully coached engineers to pass the annual certification program conducted by Alcatel-Lucent Technologies at their training facilities in Kuala Lumpur, Malaysia.
- ◆ Lead trainer for the Thai army's 1st Digital mobile trunk RADIO from Thales of France.

**BUSINESS DEVELOPMENT, 2005 - 2006**

ATHI TELECOM INC., Bangkok, Thailand

Contract position whose responsibilities include: observation and streamline internal business process. Mostly involve with the sales and presales department while undergoing technical training for Alcatel Lucent voice and data communications systems.

**Selected Achievements:**

- ◆ Spearheaded the development of the marketing department whose main purpose is to support the sales team by educating customers through exhibitions and roadshows, doing visits to cold existing customers and identifying business process and creating new business opportunities through value added applications and services.
- ◆ The marketing department is responsible for substantial revenue growth by providing manpower outsourcing and project management services.
- ◆ Prepared one of the company's success stories which was published globally by our business partner Alcatel-Lucent Technologies.

**SALES ENGINEER, 2002 - 2004**

TRICOM SYSTEMS INC., Makati, Philippines

*Tricom Systems (Phils.), Inc. is the Philippine distributor of AdixM/Adix-E digital PABX systems from Iwatsu of Japan; Coral ISBX systems from Fujitsu of Japan; authorized distributor of Avaya business communication products and Voice Mail Systems from Octel of America.*

Contract position whose responsibilities included sales of Iwatsu and Fujitsu PABXs.

**Selected Achievements:**

- ◆ 1<sup>st</sup> among my batch of fresh employees to make a sale within the 1<sup>st</sup> month of employment.
- ◆ 1<sup>st</sup> among the whole sales department to achieve semi annual sales quota.

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**WORK HISTORY**

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**1-TO-ALL Co. Ltd., Bangkok, Thailand****Nov. 2012 - Present**

International Business Development Manager  
Business/Product Development Manager

2015 – Present  
2012 – 2015

**Athi Telecom Co. Ltd, Bangkok, Thailand****2005 - 2012**

Project Manager – Aeronautical Communications Project  
Pre-sales Engineer  
System Engineer  
Business Development

2007 – 2012  
2006 – 2007  
2005 – 2006  
2005 – 2006

**TRICOM Systems Inc., Philippines****2002 - 2004**

Sales Engineer, Iwatsu & Avaya Communication systems

2002 - 2004

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**EDUCATION & RECOGNITIONS**

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**Master's in Business Administration Professional Degree (MBA-Professional)** currently taking MBA-Professional degree from Assumption University. Expected to complete degree in October 2016. Personally outsourced funding for MBA degree.

**Certified Ubitech Aeronautical Message Handling System (ATN-AMHS) and Aeronautical Information Systems (ATN-AIS) Trainer**, 2008 – Ubitech System Inc., Ontario, Canada

**Certified Alcatel Lucent Pre Sales Engineer**, 2007 – Alcatel Lucent Bangkok, Thailand

**Certified Patton Network Access Solution Engr. for Carriers, Providers, and Enterprises**, 2007 – Patton Bangkok, Thailand

**Certified Alcatel Lucent Sales Representative**, 2005-2007 – Alcatel Lucent, Bangkok, Thailand

**Alcatel Lucent System Engineer Training**, 2005 – Alcatel Lucent Training University, Kuala Lumpur, Malaysia

**Philippine Licensed Electronics & Communications Engineer**, 2002– Professional Regulations Commissions, Manila, Philippines

**Bachelors Degree in Electronics and Communications Engineering**, 2002 – De La Salle University, Taft Avenue, Manila, Philippines

***Recognition and Awards:***

*Dean's List Honors (1998)*  
De La Salle University, Philippines

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**REFERENCES**

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Available Upon Request

# Arthemus John Tamayo Balgoa

Business Development | Product Management | Project Management

Experienced professional with the ability to manage cross functional teams & multi-disciplinary projects



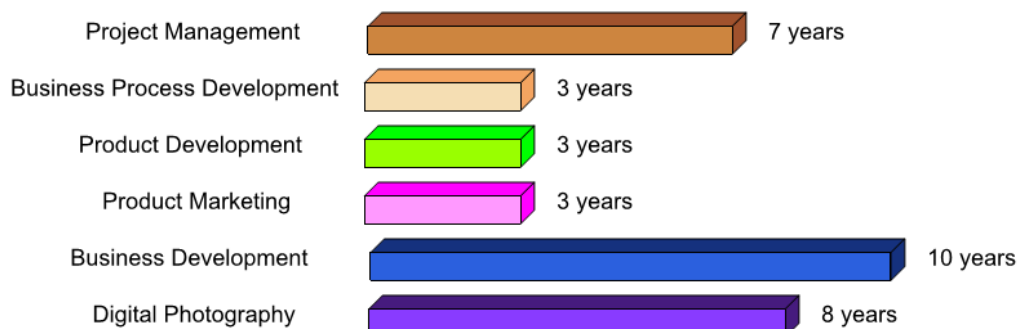
## Core Experience & Technical Skills



## Soft Skills

- Democratic Leadership
- Collaborative Team Player
- Academically Inclined
- Proactive
- Goal oriented

## Core Competencies



## Achievements

- KOMO Brand - Lifestyle Technology Products
- Launched TollKoomS to Market - Hybrid Sim with iCash
- Lead Thailand - Singapore ATN Interoperability Testing
- Unified Site Acceptance Test for AEROTHAI Mega Project
- Coached 2 Engineers for Alcatel Lucent System
- Winner Alcatel Lucent Best Project Creative Writing
- Lead 1st Digital TETRA Trunk training to RTA, Thales,

## Education and Certifications

- Professional MBA degree, Assumption University, Thailand
- Forex/ Financial management, Traderence, Singapore
- Ubitech AMHS Trainer, Ubitech Office - Ottawa, Canada
- Ubitech AIS Trainer, Ubitech Office - Ottawa, Canada
- Alcatel Lucent Certified System Engineer , KL Malaysia