

Aik-Phong Ng

Singapore

Vice President (Business Development) & Regional MD at KFIT and Fave

Summary

Specialties: Business development, general management, sales, increasing profits of a company, identification of cost reduction opportunities, marketing and branding, HR recruitment and executive team development, sports coaching (fencing), internet sales and advertising, google adwords online marketing optimisation, data analysis, project development, idea generation, entrepreneurship.

Experience

Vice President, Business Development at KFIT

March 2015 - Present (1 year 6 months)

Senior management driving rapid business expansion across Asia Pacific.

Head, National Accounts, Asia Pacific (APAC) at Groupon

July 2013 - March 2015 (1 year 9 months)

Delivered QoQ Revenue Growth of 30% across six key markets in APAC (Singapore, Malaysia, Hong Kong, Taiwan, Japan and Australia), starting with US\$5MM in Q1 and ending the year with US\$11MM in Q4 2014. Drove 170% YoY growth in Singapore.

Working collaboratively and closely with the country leadership teams to acquire, retain & delight the top merchant partners in Groupon APAC across 11 countries as follow: Japan, Australia, New Zealand, Hong Kong, Taiwan, Malaysia, Singapore, India, Indonesia, Thailand & Philippines.

Drive strategy planning and sales management of the National teams (i.e. Key Account sales) across the region, together with the country and APAC leadership teams.

Regional Business Development Director, Southeast Asia at Groupon Singapore

December 2010 - June 2013 (2 years 7 months)

Sales, Alliances, and Partnerships

Head of National Sales for Singapore and Malaysia + SEA.

Personally identified and closed high performing deals that include the two leading deals in Singapore with the record of being # 1 in terms of revenue generated and # 1 in terms of number of vouchers sold.

Manage and lead a team of high performing business development managers who consistently exceed million dollar targets and break new records.

Founder and owner at CashForProperty.SG

October 2010 - 2012 (2 years)

- Creator of property exchange and matching website.
- Helps owners cash-out within 24 hours and allows investors to buy properties at a 'better than market' value.

Coach at Blade Club Fencing

2007 - 2012 (5 years)

- Sabre coach at Raffles Institution (Junior College) and Greendale Secondary School.

Led the teams to multiple Gold, Silver and Bronze medals in Team and Individual Sabre events across "A", "B" and "C" Divisions in the 2010 Inter-Schools Fencing Competition.

Director of Client and Business Development at Ingenio Pte Ltd

April 2009 - September 2010 (1 year 6 months)

- Branding and integrated marketing via online, above the line and below the line channels that results in significant contributions to profitability and revenues.
- Channel and partnership development with multiple banks, major retail chains (IKEA, Subway) and others.
- Acquisition and integration of new business (ACE Montessori Kindergarten)
- Continuous Identification and planning of growth strategies
- Trainer (Camp Invention Programme, and Public Speaking Courses)

Managing Director at Nibble Gobble Pte Ltd

2007 - 2009 (2 years)

- Created and grew an ice cream business to 3 outlets across Singapore.

Regional Business Development Director (Wireless) at Lycos Asia

2001 - 2002 (1 year)

- Conceived and launched company's first commercial service combining SMS text and web interface, targetted at the mobile consumer
- Developed multiple partnerships with telcos in Asa including China.

Vice President, Business Development at Latitude Web Pte Ltd

2000 - 2001 (1 year)

- Integrated engineering staff from collectivejuice.com into web development services team.
- Acquisition of new businesses and partnerships with technology providers.

CEO and Founder at Collective Juice Ltd

1999 - 2001 (2 years)

- Developed Singapore's first collective/ group buying + reverse auction website.
- One of shortlisted finalist (B2C category) in year 2000 Internet World Asia Industry Awards.

Director, Business Development at SilkRoute Ventures

1996 - 2000 (4 years)

- Acquired and serviced the company's key web development customers.
- Set up technology focused engineering division with CTO.
- Country Manager of SilkRoute Ventures Malaysian arm in Kuala Lumpur.

Education

University of Illinois at Chicago

Certificate in Network Marketing, 2002

Carleton University

B.Eng, Electrical Engineering, Concentration in Systems Design, 1988 - 1992

Great Lakes College of Toronto

Grade 13, 1987 - 1988

ACS (Anglo Chinese Secondary School)

GCE 'O' Levels, 1984 - 1987

Rosyth Primary School

1978 - 1983

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10 people have recommended Aik-Phong

"A strong characteristic of Aik Phong's way of working is his creative, driven and positive way of approaching new situations. He is a master of 'out of the box-thinking'. In addition to that, I find that Aik Phong is a very approachable person and a good listener. In projects he shows resilience and great commitment to achieving results. I would definitely recommend Aik Phong in any role where he can use his capabilities to innovate."

—Saskia Houwing, Co-organizer/ Adventures Team Lead, TEDxSeattle, formerly TEDxRainier, reported to Aik-Phong at Ingenio Pte Ltd

"Aik Phong is one of the most energetic, optimistic and driven persons i ever met. He has an entrepreneurial streak and i wish him success in his business and pursuits."

—Andrew Cheong, Director Channel Sales, Nutanix, was with another company when working with Aik-Phong at Collective Juice Ltd

"An unassuming guy that always seek to challenge new height and take pride in the things he does. Honest and a man with integrity."

—Yean Chau Yong, CEO, Parkway Trust Management Limited, was with another company when working with Aik-Phong at Nibble Gobble Pte Ltd

"Aik Phong never fails to amaze me with his enthusiasm and spirit despite being aware of all the obstacles ahead of him in his role. Everywhere he goes, he continues to impress people with his ability to keep himself relevant and up to the times in this fast pace and challenging online industry. He is a natural leader. Without him, Groupon Singapore would not have been what it is today. Way to go Aik Phong."

—Adrian Tan, Managing Director , South East Asia, BizReach, Inc., managed Aik-Phong indirectly at Groupon Singapore

"Phong and I worked together for many years at SilkRoute ventures. Phong was an energetic and creative business development professional and an important leader both within the BD team

and the company as a whole. He was responsible for building and managing many of our most important client relationships over the years, and was a valued colleague and friend."

—William Moss, Director, Reputation Communications, Intel Corporation, worked with Aik-Phong at SilkRoute Ventures

"AP is the most inspiring leader I have been worked with and I have learnt a lot when working with him at Groupon Taiwan. He is a sincere person who full of energy, forward-thinking and truly respect for different voices. My favorite quote from him " if there is a will, there is a way" stands AP style most in my mind, it's my honor to work with him."

—Chiu Alin, Country manager of Nuffnang Taiwan, Nuffnang, reported to Aik-Phong at Groupon

"It has been a pleasure working with Aik Phong. The professionalism and preparedness that he brings to the table are exemplary. Always bustling with new ideas and constructive suggestions, Aik Phong is constantly ready for change and does everything in his power to improve the quality of his service to clients. Looking forward to our next collaboration."

—Rishi Budhrani, Stand up Comedian, Various Organizations, was a consultant or contractor to Aik-Phong at Ingenio Pte Ltd

"Aik Phong is an asset to Groupon and I strongly recommend him. He brings a constant flow of innovative ideas and an entrepreneurial spirit that have helped fire Groupon's rapid growth as Singapore's leading group buying site. Aik Phong builds strong relationships with partners he works with and is a proven, resilient leader. He was promoted to Business Development Director where he is in charge of national partnerships."

—Karl Chong, Entrepreneurial Investor, Chong Family Trust, managed Aik-Phong at Groupon Singapore

"What I enjoyed about AP is that he was more than a leader. He has always been a good mentor and friend who's always been very people-centric which allowed the individuals within the team to develop significantly. Definitely a great negotiator with a positive go get attitude! Any team should be happy to have him on board."

—Hanxian Tegjeu, Head Business Development, KFIT, worked indirectly for Aik-Phong at Groupon

"AP is tremendously gifted, creative and a great motivator. Never fails to amaze me with his energy, determination and quest for excellence. A great leader, partner in business and friend."

—Reuben Yong, Senior Manager, CapitaLand, worked directly with Aik-Phong at Groupon Singapore

Profile Notes and Activity (3)

8/5/2016—View by Jimmy Boudin

8/5/2016—InMail sent by Jimmy Boudin ({1})

8/5/2016—Status set to "@@system.status.replied" for "CEO IMoney (MY)" by