

Eric Yeo

Country General Manager - AWS Vietnam

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Country General Manager - AWS Vietnam

Vietnam · 500+ connections · Contact info



Amazon Web Services

Monash University, Melbourne (Clayton Campus)

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Highlights



1 mutual connection

You and Eric both know Vo Dong Tuyet Vy (Stella)

About

Lived in various parts of the world (Australia, Thailand, Singapore, Vietnam) — having a strong interest in cultural differences, and the way this effect our way of living. Passionate about development (particularly in Vietnam and ASEAN countries) — partnering to leverage technologies to transform, and create positive impact to the ov

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Activity

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AWSome work anh Minh!

Eric commented



+1. One of the leadership principle in Amazon is Learn & B...

Eric commented



AWSome Felix! □□

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Experience

Country General Manager - AWS Vietnam



Sustainable Growth



Managing Director

IBM Vietnam & Cambodia Jan 2016 – Jan 2019 · 3 yrs 1 mo

Hanoi

- chief representatives & management of 200+ employees (sales, technical, delivery & support) for all types & sizes of clients across IBM's portfolio of offerings
- responsible for the business relationships with the clients, business partners, industry & government
- accountable for the P&L
- pioneered 3 consecutive years of more than 15% CAGR (twice faster than the average IT growth rate)

... see more

IBM



ASEAN General Manager, IBM Digital Sales, Direct Sales & High-Growth Cities

Sep 2014 – Jan 2019

· 4 yrs 5 mos

Singapore

Responsible for the Digital Sales, Products & Business solutions, client management & web commerce technologies that span across ASEAN countries (Singapore, Malaysia, Thailand, Indonesia, Philippines, Vietnam, Mynamar, Brunei, Laos, Cambodia) including the "new frontier" second-tier high growth cities.

Built the solutions areas around Cloud, Big Data & Analytics, Mobility, Social & Security solutions.

... see more

... see more

ASEAN Director, Inside Sales & Commercial

Apr 2014 - Jan 2019

· 4 yrs 10 mos

Singapore

Leadership & responsible for the IBM Systems, Software solutions & Services in ASEAN Inside Sales (renamed IBM Digital Sales) organization. Spans across client management in the multinationals & commercial segments; responsible for the revenue & signings for both direct and indirect sales.

Show 4 more roles ~

Regional Sales Director, Commercial & OracleDirect, Technology ASEAN & SAGE

Dracle

ORACLE an 2008 – May 2009

· 1 yr 5 mos

Singapore

Responsible for the overall Oracle Commercial & Direct sales, strategy and business development spanning across 13 countries (Singapore, Malaysia, Thailand, Indonesia, Philippines, Vietnam, Laos, Cambodia, Brunei, Bangladesh, Pakistan, Nepal & Sri Lanka).

Built the organization from ground-up & deployment of a highly efficient model in addressing high-growth cities customers engagements.

IBM

yrs 5 mos

ASEAN Business Unit Executive, Channels and Mid-Market Sales, Software Group Asean

an 2006 - May 2008

· 2 yrs 5 mos Singapore

Pioneered & deployed successfully the IBM Software Value Incentive Program (SVI) across ASEAN markets differentiating different sales cycles of the channel ecosystems that develop ecosystems investments.

Country Manager, Channels & Mid Market, IBM Software Group Singapore

Jan 2004 – Jan 2006

· 2 yrs 1 mo

Set up the IBM Software Channels & Mid-Market Sales organization for Singapore that spans across the ecosystem (both contracted and non-contracted business partners) for IBM Software Singapore.

8 consecutive quarters of channels growth & participation.

... see more

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Show 1 more experience 🗸

Education

Monash University, Melbourne (Clayton Campus)

Licenses & certifications

Hootsuite University Certification

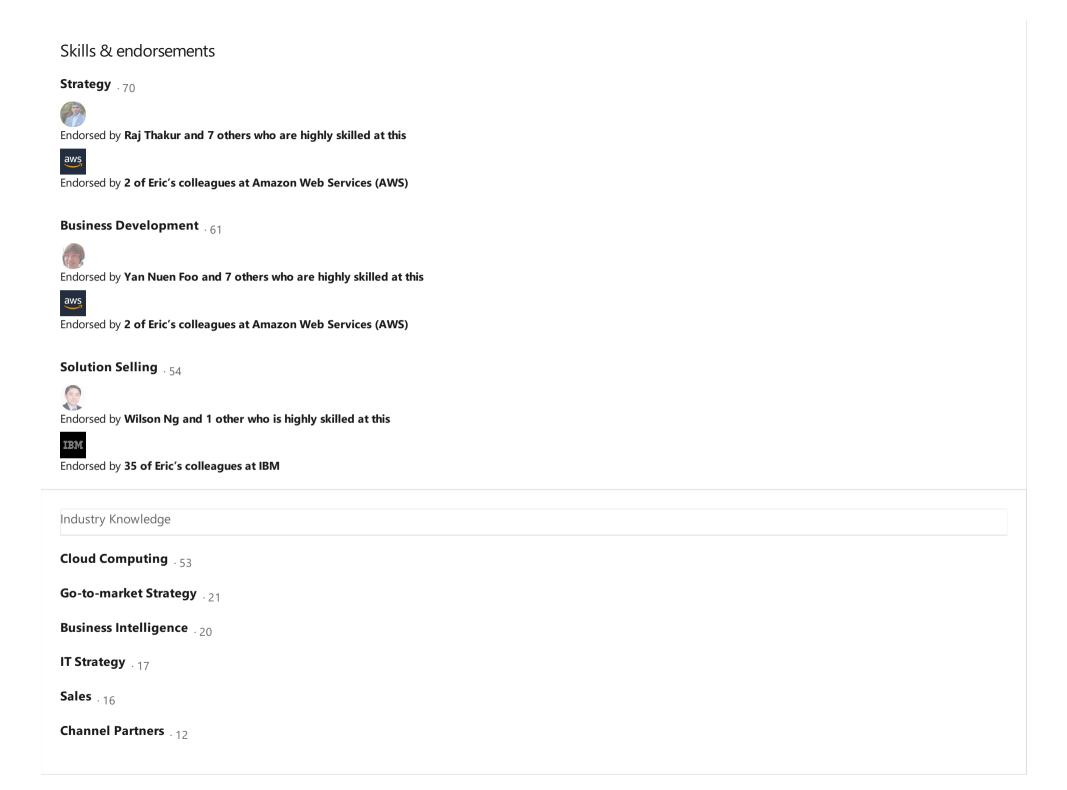
Hootsuite Media Inc. ssued Aug 2015 · No Expiration Date

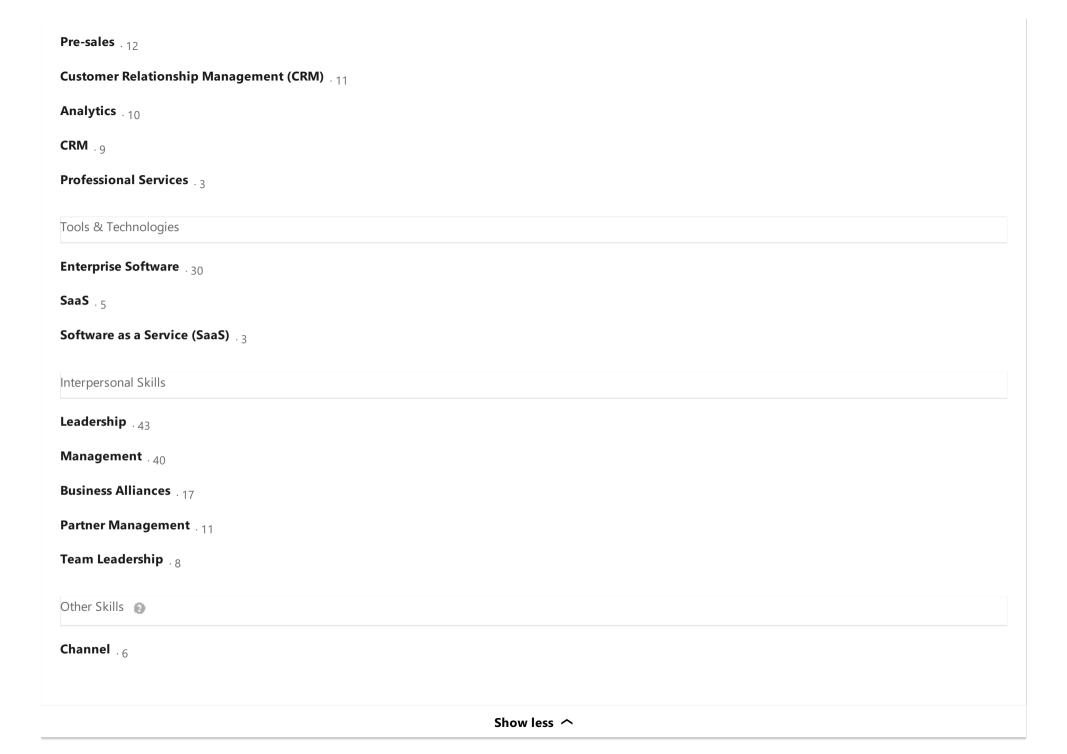
Business & Strategic Leadership

Cornell in Canada ssued Mar 2010 · No Expiration Date

AWS Certified Cloud Practitioner

Amazon Web Services (AWS) ssued Jan 2020 · Expires Jan 2023





Recommendations

Received (17) Given (9)



Chi Van Nguyen

Head of Communications, Gojek Vietnam

February 25, 2019, Chi Van reported directly to Eric

Eric was a fearless leader who stood strong for whatever he believed in. He was a strong believer of the Agile theory, aka "Fail fast, Succeed sooner" and "To err is human, but course correction is professionalism".

Working with Eric over the past 3 years has been an inspirational learning and career developmen... See more



Nitesh Gupta

Opportunity Lead, IoT Asia at Microsoft

December 19, 2018, Nitesh reported directly to Eric

It is very rare that you get the opportunity to assist, and learn from a superior who is also a supporter and great leader — but I did when I worked with Mr. Eric since my very first days at IBM Singapore. I was always in awe of Eric's great command and deep knowledge of Industry — from the fundamental to the... **See more**

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Accomplishments

Honors & Awards

Hundred Percent Club • Global Golden Circle • CGM Top 10 Managers Award • Hundred Percent Club • Asia Pacific Software Leadership Award • Hundred Percent Club • CGM & ASEAN Bravo Award • Hundred Percent Club • Hundred Percent Club

Courses

Accelerate Executive Leadership (AccEL) • Oracle Asia Pacific Leadership for Directors

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Country Manager, Amazon Web Services Malaysia

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Le Thi Thanh Van •3rd Account Manager at Amazon Web Services (AWS)

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Gunawan Susanto •3rd
Country General Manager, AWS Indonesia

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Thuy Luong •3rd Country General Manager

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Phước Trần •3rd+ CEO at Amazon Web Services

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People you may know



BE BA (My Nguyen)

Recruitment Specialist cum Admin at Milensea Retail

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Le Nhat Huy

President at UTE Logistics and Supply Chain Club

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Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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Nguyen Dinh Dat

Frontend Angular Developer

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Nhi Duong

Student at Ton Duc Thang University

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Account Management

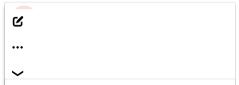
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