

Jason Pua

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CAREER SUMMARY

Results-driven Solutions and Sales Engineering leader with 10+ years of experience spearheading digital transformation and AI adoption across industrial, semiconductor, and tech sectors. Expert in translating complex technology into client value, driving revenue growth, and bringing innovative SaaS and AI solutions to market.

PROFESSIONAL EXPERIENCE

Senior Solutions Manager, EDX Business Unit

Yokogawa Electric International – Singapore
Present (2025)

- **Global Digital Transformation Leadership:** Spearhead cloud SaaS solutions for asset and energy management across 7 regions (Middle East, India, Korea, Taiwan, China, SEA, ANZ), driving digital transformation in semiconductor plants, oil & gas refineries, and data centers.
- **End-to-End Solution Ownership:** Orchestrate pre-sales technical strategy, business development, and product roadmap alignment, collaborating with engineering teams to customize features for high-value opportunities (e.g., predictive maintenance, anomaly detection, LLM and Agentic AI).
- **Enterprise RAG Architecture & LLM Deployment:** Architected and deployed production RAG (Retrieval Augmented Generation) solutions across 12+ industrial facilities processing equipment manuals, maintenance logs, and compliance reports. Designed hybrid retrieval pipeline combining self-hosted embedding models (Qwen, custom chunking) with graph-based knowledge representation. Implemented vector databases (ChromaDB, PGVector, Pinecone) with custom chunking strategies and IBM Granite Docling for table-aware parsing. Deployed VLLM inference runtime serving quantized LLMs (Qwen3-AWQ, DeepSeek for China, Llama 3.1) achieving sub-3-second query response times.
- **AI-Driven OT/IT Integration:** Architected secure data pipelines bridging Purdue Model architectures (Level 1 instrumentation through Level 4 cloud) to expose mission-critical process data to AI microservices. Implemented DMZ obfuscation protocols enabling integration of DCS, BMS, and Historian databases (Oracle DB/ MS SQL) with cloud-hosted LLM systems while maintaining IEC 62443 cybersecurity compliance. Created live digital twin representation unifying siloed data sources into single source of truth for plant optimization.
- **Product Innovation and GTM strategies:** Advised roadmap development for our Cloud based SaaS application suite, incorporating customer feedback to prioritize features like high-resolution data compression and multi-site data silo integration. Craft OT/IoT GTM playbooks that sync HQ strategy with country sales, regulatory & cultural realities to accelerate revenue and AI adoption across APAC.

Key Expertise: Cloud SaaS, Industrial AI/ML, Predictive Maintenance, LLM Query Systems, DCS/Historian Integration

Sales/Field Application Engineer - Strategic Accounts

Intel - Kuala Lumpur, Malaysia

2021-2024

- **Strategic Accounts Manager:** Spearheaded strategic partnerships with Fortune 500 clients across Asia, including multinational corporations (Siemens, Honeywell, GE), OEMs (Dell, HPE, Lenovo), and ODMs (Advantech, Congatec). Designed and executed regional account strategies that drove a 6% YoY revenue growth across commercial, enterprise, and public sector segments.
- **Technical Collaboration & Computer Vision Deployment:** Led cross-functional engineering teams to integrate Intel technologies into customer products including Avionics Cockpit systems, next-gen PLCs, and AI-powered NVR solutions. **Architected multi-stream video analytics platform for Honeywell City Suite processing 50+ concurrent IP camera feeds** for municipal law enforcement use cases (PPE compliance, cross-camera person tracking). Optimized YOLOv5 object detection pipeline leveraging Intel hardware-accelerated encode/decode and SIMD instructions (AVX-512), reducing inference latency by 40% while maintaining CPU-only deployment for edge security constraints.
- **Commercial Negotiation & IP Strategy:** Negotiated multiyear supply agreements and NDAs with tier-1 accounts, balancing competitive pricing with IP protection frameworks. Engaging with global distributors for supply escalation for enterprise and retail orders.
- **AI PC Category Evangelism & Market Development:** Driving Intel's AI PC adoption and GTM strategy across Asia, hosting 18 technical workshops and 7 industry keynote speeches to educate OEM partners (Dell, Lenovo, HPE) on AI-accelerated use cases. Collaborated with Intel's Developer Relations team to design hands-on labs for OpenVINO toolkits and Core Ultra processors, enabling partners to optimize 50+ AI workloads (e.g., real-time language translation, generative AI assistants) for next-gen laptops and edge devices.

Key Expertise: AI Edge Inference, Hardware accelerated video transcode AV1

Sales Engineer - Robotics and Motion Division

ABB - Kuala Lumpur, Malaysia

2016-2021

- Incubated and managed new distributors/channel partners to expand sales networks, focusing on leveraging their established market presence to drive channel sales growth across multiple sectors, including public and private across SEA.
- Secured significant deals and tenders from public sector entities and large multinational corporations by implementing targeted engagement strategies that highlighted the value of our solutions in addressing their specific needs.
- Solely tasked to grow the channel management business for Mechanical Power Transmission Products (MPT) and NEMA Motors within Malaysia and onboarded 3 new channel partners to sustain and grow the channel business in Malaysia. Grown the accounts from annual budget approximately 250% within a span of 2 years.
- Cultivated internal talents for delegation of key accounts and established channel sales team for handover to inside sales team.

TECHNICAL COMPETENCIES

- Programming Languages: Python, Debian/Linux Shell Scripting
- AI Inference Frameworks: PyTorch, OpenVINO, VLLM, Ollama, LlamaIndex, LangChain
- Computer Vision Libraries: OpenCV, YOLOv5
- Web Development: Next.js, React, JavaScript
- Cloud Platforms and Services: AWS, GCP, Azure, Docker, Proxmox

EDUCATION & CERTIFICATIONS

Bachelor of Engineering (Honours) in Electrical and Computer Systems Engineering

Monash University
2015

Certifications: <https://www.credly.com/users/xian-hao-pua>