

Ben Huang

Mergers and Acquisitions (M&A) & Investment
Strategic Corporate Partnerships Development
B2B SaaS Enterprise Business Development

benhuang8282@gmail.com
WhatsApp: +886-955-866-111
Mobile: +886-955-866-111

WORK EXPERIENCE

2022/12-Present KDAN Mobile, M&A, Investment, Partnerships & Business Development

KDAN Mobile Software Ltd. is a global SaaS (Software as a Service) company with +300 employees. Headquarter in Taiwan with business operations in US, Japan, Korea, and SEA. The utility solutions have over 200 million downloads, 12 million active members worldwide across +167 countries.

- **M&A and Investment Deals sourcing (Inorganic growth factor):**

Including Direct & Indirect deal sourcing approach. Building the global network with foreign Bankers, M&A advisor, FA, PE, VC, Capital, CVC, Family office, Accelerator, Incubator, Startup Community. Searching software Reseller or SI companies in SEA & JP regions to align with company strategy.

Outreach at least +300 target potential deal companies

Reach +85 initial video call meeting

Build more than +40 potential deals in the pipeline

- **Corporate Partnership Development (Organic growth factor):**

Build business partnership model for KDAN's 3 Business Units & 4 Subsidiaries.

Including partners from VN, SG, PH, MY, HK, JP. Making sure the synergy between KDAN and partners for investment or M&A evaluation.

- **SEA Channel Partners Management & Partnerships Program:**

Including Malaysia agency partners, Singapore & Australia reseller partners, Philippine & Indonesia referral partners with total of +27 members including BDR, SDR, PM, CSM, Data team.

Partner on boarding procedure design, product tour training, on boarding materials, weekly review meetings, partnership portal, leads management, Platforms reseller & SI Partners connecting.

- **SEA Market Development & Expansion:**

Building SEA business from ground zero & scratch to clients from

SG/MY/PH/TH/ID/IN/AU/TR/SA with variety industries: Media Marketing, Agency, Legal, Consulting, Venture, Real Estate, Construction, Payment Gateway, Finance, Recruiting, Education, Healthcare, Wellness, Transportation, Automobile, Entertainment, Software, Manufacture.

Won +50 Enterprise & SMB clients

Revenue growth rate 126.36%

Channel Partners achievement 400%

- **SG & MY Sales Agency Partners' Sales Funnel:**

Optimize the funnel from Sales Development Representative (SDR), Business development representative (BDR), outbound & inbound leads, meeting conversation rate, deal pipeline, pitching playbook, sales operation, report efficiency, SOP process, sales data analysis

2019/03-2022/10 Appier Inc., Senior Manager of Corporate Partnerships, M&A Investment

Appier (TYO: 4180) is an Artificial Intelligence technology company which helps enterprises solve business problems and serves 17 markets including Taipei, Singapore, Tokyo, Osaka, Kuala Lumpur, Ho Chi Minh City, Manila, Hong Kong, Mumbai, New Delhi, Jakarta, Seoul, Sydney, Bangkok, Europe and US. In 2021, Appier completed its listing on Tokyo Stock Exchange Mothers section.

As Senior Manager of Corporate Partnerships, the main job functions are M&A Investment deal sourcing, ecosystem partnership building and in-depth weekly market trend analysis report for CEO.

Have connected and introduced more than +200 SaaS, AI, MarTech & AdTech companies across from US, Europe and Asia. C-level M&A meeting arrangement, also needed to proceed due diligence follow up task from the perspective of product synergy, financial data room & company profile reviewing.

Achieved and completed 2021 M&A investment deal.

2018/09-2019/03 China Times Media Group, Senior Manager

China Times is one of the largest online news and media companies in Taiwan. As Senior Manager of Digital Business Center, the main job functions are Ad Network partners management & development and new business models planning.

For Ad Network partners development, have reached 220% month-over-month increase in monthly revenue. The new business models include external ad inventories purchasing plan, content exchange program, KOL & YouTubers business analysis and Want Media total solution.

2017/06-2018/08 Appier Inc., Strategic Alliance Partner Development Manager

As Partner Development Manager, the main job function is to develop business and partnership opportunity with ad tech ecosystem & data partners - Publisher, SSP, PMP, Ad Exchange and Inventory Partners.

Work effectively with partners at multi levels long term strategic relationships, collaborate with cross functional teams to support Appier Pre-bid (Header Bidding) solution deployment with key partners. Effectively manage contracts negotiations and close new business deals with the clients.

2015/11-2017/05 Cheetah Mobile Inc., Business Development Manager

Cheetah Mobile Inc. is the world's leading mobile tools provider based in Beijing, China with over 2000 employees worldwide. The main job function is to do international business development for projects including advertisement inventory user acquisition, India news content provider licensing & syndication, supply-side platform advertisement business, Thailand News Republic & Clean Master Apps promotion, Vietnam partnership & business cooperation, Europe & US market development, Yahoo Search & News Republic SDK promotion.

PROFESSIONAL SKILLS

- Mergers and Acquisitions (M&A) & Investment
- M&A Target Deals Analysis with Financial, Product, Business Synergies
- Investment and Business Market Trend Analysis
- Corporate Strategic & GTM Planning
- Strategic Corporate Partnerships Development
- B2B SaaS Enterprise Business Development with Scaling Model
- SaaS Inbound and Outbound Sales
- BDR & SDR Funnel Optimization with SaaS Metrics
- BD Sales Flow & Operational Design
- Sales CRM and PRM Evaluation & Deployment
- Channel Partnerships Development & Management
- Leadership & BD Sales Team Management
- Business Problem Solving & Negotiation

ADVISOR & CONSULTANT

2022/11-Present gDEX Metaverse (SG), Advisor

gDEX Metaverse is a revolutionary Web3 community gaming platform powering gamers, creators, and guilds in the Metaverse. gDEX enables interoperability with a robust suite of Web3 chain agnostic tools that allows gamers, creators and guilds to seamlessly manage all their Web3 gaming virtual assets, identity, activity, & experience from one platform across the metaverse.

2022/11-Present Securo Finance (MY), Strategic Advisor & Business Consultant

Securo Finance - All-in-1 DeFi Infrastructure API & Start building DeFi with Securo API. Securo Finance is a Web3/DeFi infrastructure, with API integration - "Stripe for DeFi" and is building the DeFi infrastructure to make it accessible for more Web2 Devs, FinTechs & TradFi onboarding to DeFi with all-in-1 REST API. Focus on building innovative and easy-to-use Web3 infrastructure and solutions that prioritizes accessibility, transparency, and best-in-class products.

EDUCATION

2021-2023	Harvard Business School Online Alternative Investments & Entrepreneurship Essentials
2001-2005	University of British Columbia , Vancouver, BC Bachelor of Applied Science in Computer Engineering, Software Option

CERTIFICATIONS

2022	ConsenSys Blockchain Essentials
2021	Private Equity and Venture Capital by Università Bocconi
2021	Cryptocurrency Digital Finance Principles and Investment
2020	Venture Capital Professional Growth Taiwan & PwC Course

ASSOCIATIONS & MEMBERS

2023	Digital Prosperity for Asia (DPA)
2021	American Chamber of Commerce in Taiwan
2021	Canadian Chamber of Commerce in Taiwan
2018	Monte Jade Science and Technology Association
2018	FinTech Industry Development Association
2014	DMA Digital Media and Marketing Association
2005	IEEE of University of British Columbia Association
2003	Engineers In Law & Business Development
2003	APEGBC's Member Advantage Program

ACADEMIC EXCELLENCE

2001	BC Provincial Scholarship
1999	Handsworth Subject Award for Commercial Design
1998-2001	BC Passport to Education Award