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| B2B SaaS Sales Director  CLARK KENT | **Phone**: (+65) 9123 4567  **Email**: clarkkent@gmail.com  **LinkedIn**: linkedin.com/clarkkent  **Address**: 123 Sentosa Cove |

# EXECUTIVE SUMMARY

* Former Software Developer turned SaaS Sales Director with **over 15 years of experience in leading B2B marketing of SaaS software solutions** to clients across the APAC region.
* Deep expertise of B2B SaaS Software sales **within the Logistics, Supply Chain and HR industries**.
* Achievements include:
* **Surpassed sales targets by more than 300% and managed sales pipeline worth USD 120 million** with consistent quarterly revenue of USD 26 million at Suttons International (Supply Chain Software)
* Optimised channel strategy through integration of 20 channel partners across ASEAN region leading to doubled channel efficiency and **improved sales performance by 20% at Infor Global Solutions**. (ERP Supply Chain Software)
* **Achieved USD 2.6M in revenue with operating profit USD 550K at Demand Solutions, and over USD 700K in service revenue and USD 640K in annual recurring software licenses** within the first year at PageUp People. (HR SaaS Software)

# KEY SKILLS

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| **Professional**  SaaS Software Sales  Market Entry Strategy  Enterprise Sales  Sales Pipeline Development  ERP and CRM Solutioning  Resource and Budget Management | **Team Management**  Cross-Functional Team Leadership  Mentoring and Professional Development  Sales Team Training  Regional Team Management | **Soft Skills**  Key Account Management  Client Relationship Management  Communication and Presentation  Change Management  Interpersonal Relationship Development |
| **Technical Skills**  Active Directory • AS400 • SAP Basis • IBM Tivoli/Netcool/OMNIbus • IBM Maximo • Lotus Notes • MS Outlook • INTELLSTOR • VM Netbackup • HP Service Manager • Linux • Unix • Argent • SPECTRUM • Windows OS • Oracle Software & Applications • Java • Windows Server • MS Office | | |

# PROFESSIONAL EXPERIENCE

APAC SALES & MARKETING DIRECTOR (APAC REGION) Aug 2014 – May 2016

SALES ENABLEMENT DIRECTOR May 2015 – May 2016

**Suttons International, Singapore**

*Suttons International is a developer of a SaaS Software solution for companies in the logistics and supply chain industry. The firm also provides Logistics, Transport Services & Global Freight Forward services.*

* Led team of 16 sales executives to oversee USD 45 million sales pipeline of integrated supply chain SaaS software platform across APAC region.
* Achieved YoY revenue growth from USD 92M to USD 110M and operating profit from USD 8.6M to 12.1M.
* Drove creation of Suttons’ Supply Chain Solutions Software Division from scratch. Part of pioneer team tasked to develop new business unit to sell SaaS Software.
* Involved in mentoring sales teams in sales methodology, revamping and streamlining of sales content and training for sales on-boarding programs to achieve global sales targets

**Significant Achievements**

* Surpassed sales targets by more than 300%, with key contracts including:
* Capturing firm’s 1st ever contract logistics deal within 6 months of opening new division
* Clinching deals with key clients such as TPSC, AvantChem, Agility Chemical, Shell, TOTAL Oil, Mitsui, and Celanese.

REGIONAL SALES MANAGER (APAC) Apr 2013 – Aug 2014

**PageUp People Software, Singapore**

*PageUp is a HR SaaS solution for Better Talent Management. Targeted at HR department of firms, it’s suite includes Recruitment Software, HR Data Analytics and Unified Talent Management modules.*

* Spearheaded team of 7 in driving sales of SaaS talent management software across Asia, successfully capturing over USD700K in service revenue and USD640K in annual recurring software licenses within the first year.
* Recruited to spearhead setup of regional HQ in Singapore. Involved in driving Asia sales of S&OP planning software and overseeing operations covering new markets including China, Malaysia, Thailand, and Indonesia.
* Supervised implementation of key regional projects, with all projects completed on time and within budget. Projects included implementation of full S&OP business management processes in China and installation of demand planning and forecasting and production planning software in Malaysia and Thailand.

# EDUCATION

Master of business administration (mba)

*Wharton School of the University of Pennsylvania* – United States – 2010-2013

bachelor of science (Hons) – **Major in Computing and Information Systems**

*National University of Singapore* – Singapore – 2007-2009

# MISCELLANEOUS INFO

**Nationality:** Singaporean

**Languages:** English, Mandarin Chinese, Malay, Tamil

**Availability:** Immediate