JOHN **TAN**

Enterprise Sales - ASEAN

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**EXECUTIVE SUMMARY**

* Former Software Developer turned B2B SaaS Sales Director with over 15 years of enterprise SaaS sales experience across APAC.
* Successfully closed multi-million-dollar contracts with C-Level leaders across APAC. Excellent at penetrating new Asian markets.
* Deep expertise in selling to clientele within the supply chain industry, with extensive client book consisting of recognised international firms (Suttons International, Demand Solutions, Lantrovision)
* 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**

**SaaS Software Sales •** Market Entry Strategy **• Enterprise Sales •** Sales Team Training **• Sales Pipeline Management •** Resource & Budget Planning **• ERP and CRM Solution Sales •** Change Management **• Key Account Management •** Regional Team Management

**PROFESSIONAL EXPERIENCE**

**APAC SALES & MARKETING DIRECTOR (APAC REGION) May 2016—Present**

**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.
* 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

* Achieved YoY revenue growth from USD 92M to USD 110M and operating profit from USD 8.6M to 12.1M.
* 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
* Clinched deals with key clients such as TPSC, AvantChem, Agility Chemical, Shell, TOTAL Oil, Mitsui, and Celanese.

**EDUCATION**

**Bachelor of Science (Hons)**

• Computing and Information Systems • University of London • Singapore • 1998

**TECHNICAL SKILLS**

**Software**

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

**Databases**

IBM DB2 • MySQL • SQL • Microsoft Access

**Others**

Command Centre Monitoring • Batch File scripting • Basic network troubleshooting • FTP • putty • Remote Desktop access • SWIFT • DHCP • DNS • System Administration • Microsoft Technologies and Operating Systems • Windows Server

**MISCELLANEOUS INFORMATION**

**Languages**

• Native Proficiency in English and Mandarin (Oral and Written) • Fluent in Cantonese (Oral)

**Technical Skills**

• Cloud • SaaS • PaaS • IaaS • FSI • FoxPro • C/C++ Programming • Microsoft SQL DB

**Nationality:** Singaporean

**Languages:** Fluent in English, Mandarin & Thai

**Availability:** Immediate