

IAN QIN | Australian | MBA, PMI-PMP/ACP, CSM/CSPO, SAF5.0 SM, Prince2 Practitioner, AWS SA, ITIL v3

<http://ianqin.me>

716 Pacific Hwy Killara NSW 2071 | 0499333851 | ianqinmba@gmail.com

| github.com/quincysting | linkedin.com/in/ianqin

Summary

Background:

- Highly experienced project management and analytics professional with 14 years' experience in delivering large scale projects in business and technology fields with value up to \$10M
- Extremely driven by business values creation, track record of bringing clarity and putting forward solutions in complex and ambiguous situations
- Mixed background in product marketing and technical development, proven ability of undertaking sophisticated business analytics, applying the best domains expertise and driving data storytelling
- Demonstrated competency in turning numbers into managerial information and delivering top notch business reporting and presentations to C-suite executives
- A true global citizen who deeply understands cross culture business context and is able to precisely communicate and articulate business/technical concepts in English and Chinese Mandarin

Specialties:

- IT, business and consulting project management and delivery
- Project budget control, timeline management and matrix development
- Top notch business reporting and project template design
- Strategy initialization, business case development and change management
- Lean-Agile coaching and operation
- Quantitative analytics using SQL, Excel, Alteryx, Python, SPSS, Tableau and MS Power BI
- Microsoft Planner/Project, Visio and JIRA
- Excellent communication, business presentation and stakeholder management

Work experience

mobility as services Consulting (Sydney/Beijing)

01/2019 - Present

Co-founder (eMobility product engineering and DevOps implementation in automated and scalable environment)

- Consulting for clients, providing best CI/CD practice at Amazon AWS/Microsoft Azure, leading fast IT delivery through Docker container and Kubernetes cluster with automated load test and monitoring
- Coaching DevOps/Scrum and guiding digital transformation focus on agility, autonomy and simplicity
- Testing and implementing data science projects using AWS, Azure ML studio and Alteryx
- Prototyping image recognition and sentiment analysis products using deep learning techniques

Volkswagen Group (Beijing, China)

02/2017 - 09/2019

Senior Project Manager (Mobility as a Service product engineering and market development, on secondment from AKKA Technologies)

- Led four-member team, delivered projects in the fields of mobility products strategy/commercialization/digitization, new business formulation, technology sourcing and road-map development, resulting in average net promoter score of 9 out of 10 for projects completed
- Coached Lean-Agile methodology for products development team, built natural mechanism to push through fast development, resulting in 35% shortening time in final delivery

- Elaborated investment justification for charging infrastructure development, modeled five years business case to indicate financial layout and returns, resulting in final approval \$600M investment
- Built simulation model with 40 input parameters to reflect the best economic and geographic values of public charging infrastructure development, resulting in unanimous approval for implementation
- Formulated partnership, negotiation strategy and business execution plan for a VW Group joint venture, resulting in final establishment of people organization, business divisions and operation processes
- Initiated strategic workshops, represented client to pitch VW Group brands, clearly communicated projects initiatives and benefits with tailored approaches for brands, resulting in agreed communication channel for continuous projects involvement

Qualcomm (Beijing, China)

08/2016 - 02/2017

Manager, Business Analysis (IoT/edge computing, smart auto and AR/VR strategic product planning and market entry)

- Formulated IoT market entry strategy, identified market segmentation, value chain and ecosystem partners, ramped up product planning and road-map, resulting in \$300M potential sales pipeline
- Evaluated usage cases of edge computing and transformational market, proposed business plan to target top 5 ISVs, resulting in \$20M sales lead
- Partnered with consultant Ernst & Young to conduct market research, steered overall reporting release process and final deliverables to top leaders, resulting in self-sufficient in-housing market intelligence arm

Intel (Beijing, China)

12/2015 - 08/2016

Manager, Business Analysis (Salesforce analytics and solution play to drive cloud computing sales)

- Built market insights of Software Defined Storage, evaluated usage cases of Scale Up and Scale Out, worked with solution architects and successfully secured \$42.5M deal with a Cloud Service Provider
- Thoroughly analyzed solution focus area in cloud and data, worked with cross function teams to drive solution sales, successfully identified key SIs/ISVs, built proof of concept and pushed solution adoption rate increased by 32%
- Acted as SFDC SME, led regional SFDC deployment and customization including objects, fields, layouts, security, reporting, validation rules, workflows, data manipulation and migration, resulted in improvement of 42% in data QA and 33% in sales forecasting
- Undertook sales funnel analysis, provided insights for sales pipeline and identified leaks at technical fit stage, resulting in 25% improvement in conversation rate

Melbourne Business School/New York University, Stern School of Business

09/2013 - 09/2015

MBA education and industry projects delivery

Maxxia Pty Ltd (Melbourne) – Organization behavior analysis

- Conducted analysis through interviews and questionnaires, presented insights and recommendations to management on how to improve organization efficiency and leadership effectiveness

Monash University (Melbourne) – Go-to-Market strategy design for an education APP

- Developed product entry strategy for Australia and international markets, worked with key stakeholders across the university to support strategy execution, resulting in product roll-out success

Queen Victoria Market (Melbourne) – Marketing strategy analysis for QVM renewal project

- Generated insights of what driving consumers to shop more and stay longer based on market research, presented final deliverable to the board and elaborated necessity of \$250M investment

HASSELL Pty Ltd (Melbourne/Sydney)

05/2009 - 09/2013

Technology Group - IT Project Manager

- Led IT infrastructure virtualization by VMware vSphere, rationalized compatibility of 11 business dependent applications in virtual environment and built best practices and procedures for teams to work at testing and production environment, resulting in IT CapEx reduction by 19%

- Implemented and maintained system configurations and baselines, dramatically improved business applications development process and secured software control and standards
- Managed ITIL v3 framework implementation and BMC Remedy ITSM rollout, built reporting matrix and benchmarks, significantly improved service quality management and IT process standardization
- Served as point of contact for technical issues in the planning phase of project development efforts, provided the best guidance through evaluating technical feasibility and potential business impact
- Successfully resolved resource conflict issue by proactively identifying concurrent projects and tasks with overlapping deliverable dates, exposing potential risks and inter-dependencies and aligning with key stakeholders

ExpoNet Pty Ltd (Melbourne/Sydney)
03/2008 - 05/2009

Technology Group - IT Manager

- Built and maintained end to end IT infrastructure, ensured network security and access control, implemented centralized dashboard to monitor LAN/WAN, 100+ servers' storage, performance and utilization
- Led financial system migration to Dynamics AX, facilitated front-end and back-end design and created rigorous testing procedures with \$3M budget, resulting in fully automated business reporting
- Initiated rigorous process for SPs selection in IP PBX telephony upgrade projects, prepared RFIs/RFPs and reviewed bid proposals, scope of work and contract, successfully delivered the project within the budget
- Drove a number of strategic imperatives to virtualize IT infrastructure, standardize IT operation and automate IT monitoring and reporting processes, resulting in 25% reduction in IT OpEx

Boeing (Melbourne/Beijing)
05/2006 - 03/2008

Boeing International IT - IT Manager

- Designed, implemented and managed Boeing national network architecture, provided hands-on leadership in configuration and maintenance of Cisco HW, DNS, DHCP, switching and routing services
- Boeing Pride Award for IT operation excellence of supporting 3,000 Boeing employees in APAC region, acted as IT ticket queue manager and ensured timely issue allocation and resolution
- Performed regular audit to ensure network security and compliance through enforced policies
- Nominated to represent Boeing IT operation in China, liaised with operation team in US to accelerate regional IT services standardization

Education

New York University Stern School of Business
08/2014 - 12/2014

MBA International Exchange Program

- Financial management, equity valuation and investment analysis
- Professional training in consulting conducted by McKinsey and Bain & Company

University of Melbourne, Melbourne Business School
09/2013 - 09/2015

M.B.A./M.A. of Marketing

- M.B.A.: Business Analytics, Operation and Strategy Development
- Master of Marketing: Digital Marketing, Brand Management and Consumer Behavior

Monash University, Melbourne
06/2003 - 05/2005

M.Sc. of Information Technology

- Business Information System Design (SAP R/3), Network Communication and Management
- Minor thesis: distributed database design under Oracle 10g for a B2C e-commerce site

Henan Polytechnic University, China
09/1998 - 06/2002

B.Sc. of Computer Science

- Mathematics, Algorithms and Object-Oriented Programming with C and Pascal