IAN QIN | Australian | MBA, PMI-PMP/ACP, CSM/CSPO, SAFe5.0 SM, Prince2 Practitioner, AWS SA, ITIL v3

http://ianqin.me

716 Pacific Hwy Killara NSW 2071 | 0499 333 851 | ianqinmba@gmail.com

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

Summary

- 14 years experience in high-tech industry undertaking various positions in product management, engineering and market development, hands-on experience in product development from zero to one and transforming enterprise with data and cloud oriented technology
- Expert in project management, have empirical knowledge of managing time and budget constraints, influencing tough stakeholders and delivering complicated projects in waterfall or scrum environment, constantly involved in Lean-Agile community to address enterprise transformation with focus on agility, autonomy and simplicity
- Data and cloud enthusiast, AWS and Microsoft certified solution architect, passionate about fast product delivery, applying industry best practice to drive CI/CD and bridging business and technology
- Extremely analytical, demonstrated competency in turning numbers into managerial information and delivering top notch business reporting and presentations to C-suite executives
- Proven thought leadership, track record of bringing clarity and putting forward logical solutions in complex and ambiguous situations
- 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

Skills

Project and product management

Budget and timeline control, matrix development

AWS solution architect

Cloud computing and IT infrastructure transformation

Data analytics

SQL, Excel, Alteryx, Python, SPSS, Tableau, Power BI

Scrum and DevOps

Lean-Agile operation, continuous integration/delivery

Business analysis

Business requirements, demand forecast, readiness

Business reporting and presentation

Microsoft PowerPoint, Excel, Word, Project, Visio

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, showing case the best CI/CD practice with 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 enterprise data lake design to streamline data oriented decision making
- 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, managed projects delivery 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 product development team, built mechanism to push through fast development, resulting in 35% shortening time in project delivery
- Improved development throughout rate by 20% by guiding product management to rationalize business logic, prioritizing product features, and cascading the information to development team
- Justified investment rational by analyzing charging infrastructure market and modeling five years business case to indicate financial layout and returns, resulting in final approval $600M investment
- 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

Qualcomm (Beijing, China)   08/2016 - 02/2017

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

- Initiated IoT market entry strategy, identified market segmentation, value chain and ecosystem partners, ramped up product planning and road-map, resulting in $300M sales pipeline
- Evaluated usage cases of edge computing and transformational market, proposed business plan to target top 5 ISVs, resulting in signed MoU with a strategic partner to extend business
- Led new solution sales initiatives in transportation industry, designed solutions to comply with business requirements, liaised between technical and sales team, resulting in $20M sales lead

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, identified key SIs/ISVs, built proof of concepts and pushed solution adoption rate increased by 32%
- Acted as SFDC subject matter expert, led regional SFDC deployment and customization including objects, fields, layouts, security, reporting, validation rules, workflows, data manipulation and migration, resulted in improvement of 20% in data quality assurance and 30% in sales forecasting
- Undertook sales funnel analysis, generated 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

- Built collective 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, collected business requirements and rationalized technical compatibility of 11 business dependent applications, successfully reduced IT infrastructure CapEx by 19%
- Implemented and maintained system configurations and baselines, reduced business applications development cycle by 25%, 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, actively evaluated technical necessity, feasibility and cost, and cushioned potential business impact
- Successfully resolved resource conflict issue by proactively identifying concurrent projects/tasks with overlapping deliverable dates, exposing potential risks and inter-dependencies, and aligning with 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 tight budget
- Drove a number of strategic imperatives to virtualize IT infrastructure, standardize IT operation and automate IT 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 IT operation in China, liaised with 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