

# IAN QIN | AUSTRALIAN | MBA, PMP/ACP, MULTI CLOUD SA

Cloud Solutions Architect | Scrum Practitioner | Technical Project Manager

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## EXPERIENCE

### Co-founder

**CloudFormation Stack** 01/2019 - Ongoing Sydney/Beijing

AWS, Azure and Google Cloud Certified Professional Solutions Architect, cloud technology evangelist, hybrid/multi cloud and Scrum/DevOps implementation

- Consulting for corporate clients, showing case the best practice of CI/CD and cloud native implementation using Docker container and Kubernetes
- Prototyping fast product delivery through AWS, Azure and Google Cloud

### Senior Project Manager

**Mobility Asia - Volkswagen Group** 02/2017 - 09/2019 Beijing/Wolfsburg

Mobility as a Service (parking, charging, navigation, voice, payment) product engineering and market readiness, on secondment from AKKA Technologies

- Led four-member team, managed projects delivery in the fields of business model prototyping, customer journey mapping and technology enablement, drove product launch within six months and achieved 30% revenue growth
- Coached Lean-Agile methodology and established JIRA as project management tool, resulting in 35% shortening time in product delivery
- Reduced cycle time by 20% through overarching total workstreams, rationalizing business logic, prioritizing product features with scrum team

### Program Manager

**Qualcomm** 08/2016 - 02/2017 Beijing/San Diego

IoT/edge computing, smart auto and cloud product planning and market entry

- Initiated IoT market entry strategy, evaluated market segmentation, ramped up product planning and road-map, resulting in \$300M sales pipeline
- Led new solution sales initiatives in transportation industry, liaised between product and marketing team, resulting in \$20M sales lead

### Program Manager

**Intel** 12/2015 - 08/2016 Beijing/Santa Clara

Salesforce analytics and solution play to drive cloud computing sales

- Analyzed solution focus areas in data and cloud, identified key SIs/ISVs, built proof of concepts and led solution adoption rate up by 22%
- Acted as Salesforce subject matter expert, led regional SFDC deployment and customization, resulted in 30% improvement in sales forecasting
- Undertook sales funnel analysis, generated insights for sales pipeline and identified leaks, boosted customer conversation rate by 25%

### IT Project Manager

**HASSELL PTY LTD** 05/2009 - 09/2013 Melbourne/Sydney

Multidisciplinary architecture, design and urban planning, 1,500 employees

- Led IT infrastructure virtualization initiatives, migrated 11 business dependent applications to VMware vSphere, reduced CapEx by 19%
- Implemented ITIL v3 and BMC Remedy ITSM, built reporting matrix and benchmarks, improved service quality and IT process standardization
- Designed new backup solution which increased up-time to 99% and reduced offsite replication time from 8 hours to 15 minutes

### IT Manager

**ExpoNet PTY LTD** 03/2008 - 05/2009 Melbourne/Sydney

Exhibition and interior design practice, 300 employees

- Built and maintained end to end IT infrastructure, ensured network security and access control, implemented centralized dashboard to monitor LAN/WAN and 100+ servers' storage, performance and utilization
- Led financial system migration to Dynamics AX, created rigorous testing procedures, resulting in fully automated business reporting
- Drove a number of strategic imperatives to virtualize IT infrastructure, standardize IT operation and automate IT reporting, reduced OpEx by 25%

### IT Manager

**Boeing** 05/2006 - 03/2008 Melbourne/Beijing

- Designed and implemented national network infrastructure using Cisco systems, brought technical leadership for service continuous improvement
- Boeing Pride Award for IT operation excellence of supporting 3,000 Boeing employees in APAC region

## EDUCATION

### MBA International Exchange Program

**New York University, Stern School of Business**

08/2014 - 02/2015 New York City

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

### M.B.A./Master of Marketing

**University of Melbourne, Melbourne Business School**

09/2013 - 09/2015 Melbourne

- M.B.A.: business analytics, strategy and operation
- Master of Marketing: digital marketing, brand management and consumer behavior

### Master of Applied IT

**Monash University**

06/2003 - 05/2005 Melbourne

- Business information system design (SAP R/3), network communication and JAVA
- Minor thesis: distributed database design under Oracle 10g for a B2C e-commerce site

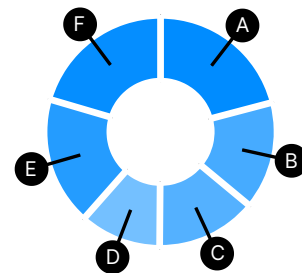
### Bachelor of Computer Science

**Henan Polytechnic University, China**

09/1998 - 06/2002 China

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

## SKILLS



- A** Project/product management: Project control, requirements analysis, process improvement, risk/change management
- B** Scrum and DevOps: Lean-Agile coaching, backlog management, sprint planning, quality control, JIRA, nTask
- C** Business reporting: MS PowerPoint, Word, Project, Planner, Visio, Lucidchart
- D** Business analysis: Business case development, strategic planning, predictive analysis, Salesforce
- E** Data analytics: SQL, Excel, Alteryx, Tableau, Power BI, Python
- F** Technology proficiency: [AWS, Azure and Google Cloud Certified Professional Solutions Architect] [AWS Certified Security, Machine Learning and Data Analytics Specialty] [MCSE] [CCNA]