

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

Cloud Solutions Architect | Scrum Practitioner | Technical Project Manager

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EXPERIENCE

Chief Cloud Architect

CloudFormation Stack Tech 09/2019 - Ongoing Sydney/Beijing

AWS, Azure and Google Cloud Certified Professional Solutions Architect, specializing in modernizing IT workloads and applications in a secure, salable and durable environment

- Consulting for corporate clients, providing hybrid/multi cloud migration solutions and TCO/ROI analysis
- Showing case the best practice of CI/CD and cloud native implementation using Docker container and Kubernetes

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 from initial business requirements collection to MVP readiness, drove final products 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
- Successfully reduced development cycles by 20% through value based delivery, improving product features prioritization and business logic design

Program Manager

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

Industry solutions sales in IoT/edge computing and smart auto

- Initiated IoT go to market strategy, conducted market segmentation, ramped up product planning and road map, resulting in \$300M sales pipeline
- Drove edge computing solutions adoption rate up 35% in transportation industry, formulated industry partnerships, generated \$20M sales lead

Program Manager

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

Salesforce analytics and industry solutions 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 unlocked potential opportunities, boosted customer conversation rate 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 Operation 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, implemented network and endpoint security, created centralized dashboard to automate monitoring
- Led finance system migration to Dynamics AX, fully automated biz reporting

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 supporting 3,000 employees

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

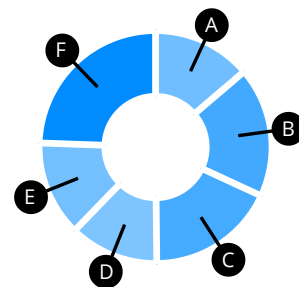
Bachelor of Computer Science

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 with specialty in security and data, MCSE, CCNA