

Hon Fai Raymond Woo

Business Development/Sales/Product Management/Technology/Global Manager

Tai Po, New Territories

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- Possess over 20 years of experience in various disciplines with a strong background in sales, technology, product marketing and product management
- Excellent communication skills with proven track records in working effectively with diverse cultural teams globally
- Ability to apply my business acumen and technology sense together in delivering results desired by both customers and internal business stakeholders

Personal Details

Eligible to work in Hong Kong?: Yes

Highest Career Level: Experienced

Highest Level of Education: Master's Degree

Work Experience

Business Development Manager, Asia Pacific

Quadient - Hong Kong

May 2015 to November 2021

- Recruit, develop, train and support channel partners to achieve business goals
- Identify new business opportunities and implement strategies to capitalize
- Support the sale of a software solution (both on-prem and cloud) to end-users
- Revenue and production demand forecasting

Senior Product Manager - Product Management APME/LA

Pitney Bowes - Hong Kong

January 2008 to January 2015

- Develop compelling business cases with markets to justify investment and launch products to achieve business goals
- Develop product specification from market requirements and manage product development and market launch process

Product Manager - Product Marketing APAC

Pitney Bowes - Hong Kong

January 2005 to December 2007

- Customize global product launch material for regional use
- Deliver product launch sales training to markets

Business Manager - APAC

Pitney Bowes - Hong Kong

July 2002 to December 2004

- Manage APAC channel partners to achieve sales target
- Recruit new channel partners

Country Manager - Thailand, SE Asia

Pitney Bowes - Hong Kong/Thailand

January 2001 to June 2002

- Set up and manage Thailand office after acquisition
- Manage channel partners in Singapore and Malaysia to achieve sales target

Education

Master's Degree in Electrical Engineering

Cornell University - Ithaca, NY

September 1992 to May 1993

Bachelor's Degree in Electrical Engineering

Cornell University - Ithaca, NY

September 1988 to May 1992

Skills

- Communication skills (10+ years)
- Time management (10+ years)
- Computer skills (10+ years)
- Sales (10+ years)

Languages

- English - Fluent
- Cantonese - Fluent
- Mandarin - Fluent