

Steven Luong

Software Engineer

Regional Sales Manager

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@Sydney

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French nationality

Driving license

Start Small, Think Big

WORK EXPERIENCE

June 2018 - Today **Dalet Digital Media Systems**, Sydney.

(1 year +) Regional Sales Manager, Presales, Solution Architect

Regional Sales Manager, Australia - New Zealand

- Analyze the market and the competitions
- Establish an up to date list of prospects
- Introduce the company and solutions
- Close deals, target of 3 million euros in 2019
- Acting as General Manager in Australia - New Zealand
- Account management - follow up the delivery of goods and services, and customer satisfaction

Presales :

- Meet the prospects, analyze needs, demonstrate the products and define opportunities
- Implement (and script) proof of concepts to support sales
- Quote solution (product and services) based on high level requirements from prospect
- Organize events to promote the solution and new functionalities
- Report back to Management business status and delivery progress, and to R&D future key expectations from market

Solution Architect :

- Organize technical workshops with customer
- Design detailed solution based on customer functional and non functional requirements
- Request and follow up new key features to R&D

September 2016 - **Accenture**, Paris.

May 2018 Associate Manager

(1 year and 9 months) Team lead - Delivery of a new digital bank :

- Manage a sub team for the UX delivery
- Organize UX workshops with customer
- Design technical interfaces with third party systems
- Drive the development of the remote delivery center

DevOps Architect - Redesign of a payment platform :

- Organize and lead technical workshops with the customer to gather requirements and expected capabilities
- Design a DevOps pipeline to match the Agile methodology
- Design a Runtime/Execution environment based on Amazon AWS

Agile Coach - Delivery of a mobile banking app :

- Scrum Master - Drive a scrum team including Architects, Analysts, Developers and Testers
- Product Owner - Drive a solution based on the product backlog
- Coach - Report progress of the agile transformation to management

September 2013 - **Dalet Digital Media Systems**, Asia & Europe.

August 2016 Technical Project Manager & System Engineer, as part of the french V.I.E. program

(3 years) Integration and deployment of Media Asset Management Systems (production, broadcast, archive)

Technical Project Manager

- Plan delivery to customers (resources & tasks)
- Manage risks and actions in close relation with the customer
- Report the progress internally and raise alerts
- Follow up bugs and features with Architects and Product Owners
- Organize workflow/technical workshops
- Drive end-to-end integration with third systems (Webservices - XSL)

Project Engineer

- Deploy Dalet on Customer site
- Customize solution based on customer needs
- Test delivery from R&D
- Test deployment and customization
- Support during go live and post go live

References : BBC Sport, KBS, SBS, Perform Group, BFM TV&Business, Disney Channel SG, Belgacom

March 2012 - August 2013 **Capgemini**, Paris, France.

(1 year 6 months) .NET C# Developer - Integration of a billing solution for a B2B Telco company :

- Develop a Data Access Layer on top of a third party system's API
- Design & develop an "Order Entry" web application (MS SQL Server, .NET C#, MVC3)
- Integrate & validate the application (SVN, Jenkins, Sonar)

OTHER COMPUTER SKILLS

January 2016 - **Auto-Entrepreneur**, Full Stack Developer.

Today Front : Angular.js, React.js

Back : Ruby On Rails, Node.js, loopback.js

Cloud : AWS

Databases : Relational (SQLite, MySQL), NoSQL (Redis)

Data Mining : Python (Pandas, Sklearn)

EDUCATION

2007 - 2012 **Institut National des Sciences Appliquées INSA**, Rouen, France.

Information Systems Architecture - MSc Diploma In Software Engineering And Computer Sciences

2011 - 2012 **Technische Universität Graz**, Graz, Austria.

2001 - 2007 **Saint Martin de France high school**, Pontoise, France.

LANGUAGES

French **Native**.

English **Fluent**, TOEIC 940/990, TOEFL 100/120, Exchange student in London, Baton-Rouge and Toronto.

German **Good working level**, CECR Level B2, Exchange student in Berlin and Düsseldorf.

Spanish **Good working level**, CECR Level B1, Exchange student in Mexico.

Chinese **Basic level**, Summer school in Shanghai.

INTERESTS

Sports Rugby (16 years), Boxing, Swimming, Bouldering, Wakeboarding

Others Travelling, Drawing