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# Victor Chiang

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Dynamic and results-driven professional with a proven track record of driving revenue growth and expanding market presence. Known for consistently delivering strategies that enhance company performance, strengthen brand positioning, and unlock new opportunities for sustainable financial success.

## WORK EXPERIENCE

### Infotrend Europe Ltd

Enterprise level storage arrays used by industry leaders as a reliable storage solutions.

#### General Manager

**Basingstoke, UK • 11/2017 - 06/2023**

- Delivered 25% revenue growth and 7% profit increase by driving adoption of enterprise storage solutions.
- Expanded sales channels by 14% and grew new opportunities 17% through vendor partnerships.
- Integrated complementary vendors into solution design to boost competitiveness.
- Hosted webinars reaching 400+ participants to increase engagement and product visibility.
- Led pre-sales projects and aligned cross-functional teams for seamless execution.
- Unified pre- and post-sales efforts, improving customer satisfaction by 30%.

### AccelStor, Inc.

All-Flash storage array start up with proprietary technology which improves productivity efficiency.

#### Regional Sales Manager - EMEA & SEA

**Taipei, Taiwan • 09/2016 - 11/2017**

- Collaborated with Data Centre and internal software R&D team led to successful installation.

### Infotrend Technology, Inc.

Enterprise level storage arrays used by industry leaders as a reliable storage solutions.

#### Sales Director - Pan Asia Dept.

**Taipei, Taiwan • 06/2014 - 05/2016**

- Successful installation into one of the largest utility companies in Indonesia by providing solutions for their challenges.

### Synology Inc.

Disruptive Network Attached Storage vendor for SMB and Enterprise.

#### Global Sales Director

**Taipei, Taiwan • 02/2012 - 03/2013**

- Revamped strategic plan focused on product diversification, geographic expansion, customer segmentation, and channel optimisation.

#### Managing Director - Synology GmbH

**Düsseldorf, Germany • 03/2011 - 02/2012**

*Following my success in the UK, I was tasked with launching our German subsidiary. Leveraging prior experience, I drove exceptional growth and market visibility.*

#### Achievements:

- Doubled revenue within one year
- 30+ features in technical end-user publications
- Improved channel margins

#### Managing Director - Synology UK Ltd

**Milton Keynes, UK • 03/2008 - 03/2011**

*Led the establishment and growth of our UK presence, driving Sales and Marketing from the ground up. Later expanded scope to launch a Europe-wide RMA centre.*

#### Achievements:

- 8x business growth
- 2nd place, Best Storage Manufacturer – Dabs.com Diamond Awards 2010

## EDUCATION

### Simon Fraser University

B.Sc. in Computer Science

Vancouver, Canada