HEADER	
Name, title, email, contact details, and nationality	JOHN TAN SALES & MARKETING DIRECTOR
EXECUTIVE	PERSONAL INFORMATION Email: john.tan@resumewriter.hk Nationality: Chinese Mobile: 12
SUMMARY	EXECUTIVE SUMMARY
Give an overview of your entire career.	 Sales & Marketing Director with 15 years of experience within the IT in industry for bluechip companies such as IBM, Oracle, & HP. Successfully closed 82 million USD worth of sales in 2015, a 45% increase before Oversaw setup of new office in Hong Kong. Hired pioneer group of sand led team to capture over 20 million USD of sales within 12 months. Created new range of product offerings optimized for developing man New product range has revenues of USD \$38 million and is becomerstone of company strategy.
KEY SKILLS	KEY SKILLS
List your core skill sets. WORK	 Business Development Strategy Marketing Campaigns Regional P&L Management Business Process Optimisa Key Account Management Enterprise Sales
EXPERIENCE	PROFESSIONAL EXPERIENCE
Elaborate on your current and past job scopes and responsibilities.	PROFESSIONAL EXPERIENCE SALES & MARKETING DIRECTOR (ASIA PACIFIC) ORACLE, HONG KONG • Direct staff of 30 to manage all APAC sales & marketing activities. Ma of 80 clients with total turnover of USD \$82 million per annum • Conceptualise and implement regional marketing, business development strategies, with full P&L responsibility • Oversaw studies of market trends, competitor activity, client requirement regional infrastructure development. Identify opportunities for busing position optimum product offerings to clients.

- Research and profile sales leads, specialising in Fortune 500 companies operating in emerging markets in APAC. Perform C-level engagement to sell enterprise-level IT products and services, and lead negotiations with clients to close million-dollar deals
- Serve as brand ambassador during international industry conferences, including GOTO and ITEXPO. Network with industry leaders, key client decision makers and media representatives, and conduct pre- and post-conference PR activities

Significant Highlights

- Single-handedly built Hong Kong office from scratch. Conducted headhunting campaign to build pioneer team, then trained and empowered staff to take on additional responsibilities and serve market needs. Secured recurring revenue stream worth USD \$48 million within 1st year of operations.
- Coached regional sales & marketing team to achieve revenue growth of 33% in 2014 and 45% in 2015, winning Best Team Award 2015

EDUCATION & PROFESSIONAL QUALIFICATIONS

- Masters of Business Administration (Specialisation in Sales), NUS, Singapore, 2012
- Bachelors of Business (Honours), Hong Kong University, 2000

AWARDS & CERTIFICATIONS

President's Club Award, 2010-2011 and 2013-2015

MISCELLANEOUS INFORMATION

- Languages: Fluent in English, Cantonese and Mandarin
- Technical Skills: MS Office, Java, Swift, C++
- Availability: 3 month's notice

References available upon request.

ACHIEVEMENTS

Highlight your work accomplishments, backed by numbers.

EDUCATION & QUALIFICATIONS

Your academic and professional qualifications.

MISCELLANEOUS INFORMATION

Langauges spoken, notice period, and more.