

# Kuan-Ting (Kevin) Chen

<http://www.linkedin.com/in/kevinchen0828> • [kchen281989@gmail.com](mailto:kchen281989@gmail.com) • +65 8817-6380

---

## SUMMARY

I'm an experienced and certified cloud technology business development professional with strong technical abilities in cloud solutions. I have extended experience in technical PoC, services sales, renewals, account delivery and account management with up-selling and cross-selling across 100+ clients. Moreover, my diverse background and multidiscipline skills are the results of my strong desire and self-initiative to continuously learn and expand my professional knowledge. With a proven record of closed over US\$5.68 million worth of new business deals, consecutively overachieved past quarters: 101% to 328%, I have established myself as an effective, result-oriented, and cross-functional collaborator with a "never-give-up", and "get-the-job done" mentality.

- Closed won over **US\$5.68 million revenue pipeline** for cloud services
- Exceeded all assigned sales quota regarding **solution revenue, YoY product revenue and up/cross selling revenue**
- Hosted marketing campaigns through online/offline engines, collected **5000+ Leads** with **38% conversion**

## EDUCATION

**M.B.A. Graduate Institute of Technology Management**, National Chengchi University, Taiwan **June 2015**

**B.A. Criminology and Criminal Justice**, University of Maryland, College Park, MD **Dec 2011**

## PROFESSIONAL EXPERIENCE

Cloudflare, CBD, Singapore **July 2019-Present**

### *Lead, Business Development Executive, ASEAN & Taiwan*

- Closed won US\$2.46 million of new business deals in gaming, ecommerce, and SaaS industry
- Overachieved past quarters quota, result in 101%-186% total achievement
- Awarded with top BD performer APAC in 2019 Q1-2020 Q2 for overall attainment

Infobip, Taipei, Taiwan **May 2017-July 2019**

### *Technical Customer Success Manager, Cloud Omni*

- Achieved cross-sell opportunity targets by 80% for omni solutions with existing accounts
- Increased platform consumptions and up-sell revenue of 90% by utilizing a consultative sales approach to align clients' goals
- Closed and won over US\$1.5 million revenue with Fortune 500 clients in gaming, e-commerce, and online enterprises

GeoVision, Taipei, Taiwan **Dec 2016-May 2017**

### *Account Executive, Cloud Solution*

- GeoVision FY17 Achievement of 150% , YoY of 20% increase in quota
- Achieved and exceeded quarterly goals of selling 250 edge-device facial recognition IP domes with revenue over \$375K

- Partnered with technology solution providers to increase pipeline opportunities and sales revenue by 150%

**AppUniverz, Taipei, Taiwan**

**Nov 2015-Aug 2017**

***Account Executive (Pro Bono Volunteer)***

- AppUniverz is a non-profit accelerator aimed to support the entrepreneurship of young students in Taiwan using technology and mentorship guidance combined with university courses
- Raised and developed \$200K+ business sponsorship for the accelerator program
- Collaborated with 10+ enterprises (Google, Microsoft, 500 Startups) and government sectors with mentorship service for startups

**Microsoft, Taipei, Taiwan**

**July 2015-Dec 2016**

***Business Development Associate, Partnership***

- Held and hosted more than 200 partner (Distributors) sales, pre-sales and technical events, including training classes, workshops, and conferences to drive partners cloud revenue growth in FY16
- Supported top 100+ accounts of major partners for Azure, CRM Online and Office 365 with 226% YoY cloud consumptions growth
- Drove the adoption of Azure platform by utilizing strategic business conversations included custom front-end and back-end integrations, key customer facing and business needs
- Award: Scorecard of Partner Skills Readiness Indicator 100% attainment/ Partner sales silver to gold was exceeded on all MTD/ QTD/ YTD with 100%-500% attainment. Onboarding 30+ Partners

**Westat, Rockville, MD**

**Mar 2012-Feb 2013**

***Account Executive***

- Sell 90%+ of the statistical research survey per month with each target respondent
- Encouraged respondents to be screened and interviewed and if necessary, gained cooperation of reluctant respondent
- Managed and organized datasets of respondent from supervisor, and led strategies to approach

## **INTERNSHIP**

**IBM, Taipei, Taiwan**

**Jul 2014-Sep 2014**

***Software Marketing Intern***

- Led cross-functional 10 members team to develop a profitable proposal for IBM's software solutions
- Designed and executed several marketing campaigns to promote IBM Apps for internal use
- Identified potential customers to perform possible sales opportunities for IBM's cloud solutions

## **Certifications**

- AWS Cloud Solution Architect- Associate, (AWS, June 2018)
- G Suite administrator & GCP Fundamental Certificates, (Google, Mar 2017)
- Salesforce Trailhead & Training (SFDC, June 2015)
- Introduction to Python (by Prof. Joe Warren, Rice University) (Coursera, March 2014)

## **SKILLS**

**Second Languages:** English & Chinese Mandarin (Reading, Writing, Conversational)

**Computer:** Proficiency in Salesforce, Tableau and Cybersecurity