

JONATHON CHAN

27th Floor Unit D, Island Harbourview, Tower 8, Kowloon, Hong Kong
jchanhk1@hotmail.com • (856) 9889-2319

MANAGING DIRECTOR OF E-COMMERCE

E-Commerce / Alliance Building / Opening New Markets

Top-Performing Sales Management Strategist with a 15+ year record of achievement and demonstrated success driving multimillion-dollar sales growth in highly competitive global markets. Proven record of success implementing new selling strategies designed to accelerate profit growth and expansion into high-growth markets. Recipient of Pinnacle Media's "Sales Person of the Year" award three years in a row.

Core competencies include:

Global Market Expansion • Strategic Alliance Development • Multimillion-Dollar Negotiations
Cross-Cultural Communications • Consultative and Solution Sales • Profit and Loss Management
Forecasting / Budgeting • Distribution / Logistics Management • Recruitment & Staffing

"Jonathon has unique strengths in Channel Management as he has demonstrated in the Greater China Market. He has rebuilt the partner community, improved the pipeline by several hundred percent, and built a business that has promise."

David Westmoreland, Executive Vice President, Vision Media, Inc.

PROFESSIONAL EXPERIENCE

DIRECTOR OF SALES GREATER CHINA, 2003 - PRESENT

VISION MEDIA, INC. - Hong Kong

Vision Media is a leading developer and integrator of high availability and continuous availability solutions for the IBM System i platform.

Challenged to develop a new sales region across Greater China including: development and management of account relationships, execution against a sales plan, and closing complex and difficult to close sales.

Selected Achievements:

Develop new corporate and small business accounts through effective marketing, cold calling, networking and follow-up resulting in a 70% revenue increase and 30% customer increase each year.

- Successfully built the Greater China sales region driving sales from zero to more than (US) \$1 million dollars in sales the first year.
- Negotiated and closed the largest single contract in company history ~ (US) \$12 million dollars.
- Identified and opened a new ISV partner channel in the Greater China Region resulting in increased sales revenue, better working relationships between partners and increased market awareness.
- Improved corporate visibility by coordinating company presence at trade shows/industry events.
- Meet budgetary and sales targets through sales coaching / development resulting in consistently achieving and surpassing key performance indicators.

VICE PRESIDENT OF MERCHANDISING, 1999 - 2003

BIGBOX.COM ASIA – Hong Kong

TheBigBox.com was an innovator in Internet retailing, selling the widest selection of products on the Internet, worldwide.

Challenged to develop a new sales region across Greater China including: development and management of account relationships, execution against a sales plan, and closing complex and difficult to close sales.

Selected Achievements:

- Instrumental in raising (US) \$4 million dollars venture capital needed to fund the Big Box Asia operation.

Continued

- Recruited and hired the Director of IT and a merchandising team consisting of more than 20 - Product Category Managers tasked with developing a logistical delivery service program providing door-to-door delivery in Hong Kong.
- Recruited, hired and supervised a staff of five account executives.
- Pursued and developed new markets through direct and indirect methods resulting in recruitment of over 100 distribution and service partners in the Greater China and Asia region.

GLOBAL PROGRAMS MANAGER, 1993 - 1999

INGRAHAM MICRO, INC. – Santa Ana, CA USA

Wholesale provider of technology products and supply chain services.

Selected Achievements:

- Co-led the launch of a new global B2B program resulting in the generation of over (US) \$110 million dollars in revenue and (US) \$8 million dollars in profit the first year.
- Served as key player in the establishment of a new global fulfillment program for major clients, such as IBM, Compaq, HP, Toshiba and 3Com. Drove sales revenue to a record high of (US) \$115 million dollars in global fulfillment contracts.
- Successfully managed a project team and IT resources responsible for conception, design and integration of a B2B web-based purchasing and ordering systems between Ingram Micro and over 40 e-commerce projects in Europe, Asia, Latin America and North America.
- Successfully penetrated two previously non-producing but high potential reseller markets, China and APAC.
- Instrumental in the expansion of the Asian Pacific markets.
- Recruited and developed a top producing sales team hired to implement global fulfillment and distribution in the Asia Pacific region.

ASIA PACIFIC REGIONAL MANAGER, 1990 - 1993

PINNACLE MEDIA, Inc. – Santa Ana, CA USA

California based manufacturer and distributor of optical storage devices.

- Identified new business and sales opportunities resulting in the development of 20 new business partners including: Kanematsu, Mitsui, C. Ito, Memorex Telex Hong Kong, Memorex Telex Taiwan, Memorex Telex Japan
- Consistently exceeded quarterly revenue quota by over 25%.

LANGUAGES

Mandarin – Native Speaker
Cantonese & Shanghai Dialects – Fluent
English - Fluent

EDUCATION

Master of Business Administration
Hong Kong University of Science and Technology

Bachelor of Arts
University of California, San Diego
 Quantitative Economics & Decision Sciences