



POON WEI HENG (STANLEY)

Phone: +65 82884919

Email: officialstanleypoon@gmail.com

LinkedIn: www.linkedin.com/in/stanleypoon/

PERSONAL BACKGROUND

Experienced sales professional specialising in Account Executive, SDR Manager, Channels Executive, and Customer Success roles.

Skilled in the full sales cycle, client relationship building, market penetration, and strategic planning leading to business growth. Passionate about technology solutions and creating innovative processes to be efficient while increasing productivity

KEY SKILLS

- Business Development & Sales Cycle Management
- Client Relationship Management
- Strategic Sales Planning & Market Expansion
- Team Leadership & Development
- Problem-Solving
- Lead Generation (Outreach, LinkedIn Sales Navigator, ZoomInfo, LeadIQ)
- CRM (Salesforce)

CERTIFICATIONS

- AWS - Cloud Practitioner Essentials
- Udemy - Cyber Security: From Beginner to Expert
- Coursera - Introduction to Data Analysis with Microsoft Excel
- NCSF - Certified Personal Fitness Trainer

EDUCATION

Royal Melbourne Institute of Technology University

Bachelor of Business: Marketing

Republic Polytechnic

Diploma in Business Information Technology Systems

WORK EXPERIENCE

Account Executive (Singapore, Malaysia)

Mimecast | Jan 2023 - current

- Collaborate effectively with internal teams, such as BDR/SDRs, and also external channel ecosystem to identify new businesses to build the Mimecast brand in a greenfield territory
- Hunting for new business opportunities and upselling to existing clients strategically to grow the new region
- Build and maintain strong client relationships, understanding their needs and ensuring customer satisfaction

Account Executive (Indonesia)

Okta | Feb 2022 - Jan 2023

- Strategically managed end-to-end sales cycle in a greenfield territory, achieving over 300% increase in revenue and market penetration.
- Excelled in customer relationship management to maintain a 100% client retention rate, nurturing key accounts in new markets
- Took initiative to provide sales training and performance coaching to 6 team members, significantly contributing to the team's growth and development as well as team-building efforts
- Secured the largest ARR deal, demonstrating high-value sales and territory growth
- Played a pivotal role in enabling the partner ecosystem through white-boarding sessions and partner events, driving remarkable growth in a new territory. Illustrated skills in partner management, ecosystem development, and market expansion

Sales Development Representative (Australia-New Zealand)

Okta | Sep 2021 - Feb 2022

- Managed prospecting plans and strategised meetings, resulting in strong performance and rapid promotion.
- Conducting discovery calls with IT executives to understand their needs.
- Fastest APAC promotion for strong performance
- FY22, Culture Awards Winner
- FY22, Q4: Quota Achieved - 167%

Business Development Representative (Asia)

Okta | Jan 2021 - Sep 2021

- Manage prospecting plans with Marketing and Account Executives by planning, researching, and strategising meetings within assigned territory in the Cybersecurity space.
- Conducting discovery calls with IT executives to understand their needs.
- Fastest APAC promotion for strong performance
- FY22, APAC's Game Changer Award
- FY22, Q1: Quota Achieved - 287%
- FY22, Q2: APAC's BDR of The Quarter Award
- FY22, Q2: Quota Achieved - 187%
- FY22, Q3: Quota Achieved - 158%

Account Executive (Singapore)

Astek International | Jan 2020 - Jan 2021

- Generated over \$2.4 million in revenue during the first year of the pandemic.
- Oversaw the sales process from prospecting to delivery, establishing key relationships with C-Suite executives.
- Held accountable for driving business development, nurturing client relationships, and diligently tracking project progress
- Assumed responsibility for proactively developing and managing the sales pipeline
- Demonstrated effective control over profit margins and delivered strong global results
- Led a team of consultants through project management, career development, and conducting annual performance appraisals