

# James Chin

## **Regional Sales Manager (IT | Network Security)**

Singapore

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Top sales APAC for 2020 and 2021 (Perm staff)

## Work Experience

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### **Enterprise Account Manager (Regional)**

TOFF TECHNOLOGIES - Singapore

March 2023 to Present

Sales of CDN + DDoS + WAF Solution to Channel Partners & Govt Sectors

- 24X7 Security Operation Centre (EPP/EDR/XDR (endpoint Protection) + UEBA + Monitoring + Server Monitoring solutions to respective customers
- Onboarded New Partners and project for TOFFs Solutions together with other brands as a CDN and Security Vendor

Covering Regional Accounts from my Partners and Resellers.

### **Regional Sales Manager**

ANTLABS

March 2022 to Present

As of Dec 2022:

- Year on year Growth - increased 17% compared to previous year
- Year on year Growth - increased 72% compared to 2 years ago

Responsibilities in the company (IT Vendor Level)

- On-boarded new distributors and channel partners with projects

Responsibilities in the company (IT Vendor Level)

- On-boarded new distributors, such as Fortesys for Malaysia and Indonesia
- Developed New Accounts Eg: Telco, Shopping Malls and verticals such as: Education
- Increased Channel Account Based for the company.

Manage existing channel partners across ASIA

- Working with channels partners strong in Hospitality Projects

### **Regional Sales Manager**

NSFOCUS Technologies (S) Pte Ltd

March 2020 to December 2021

Top Sales for APAC 2020 and 2021 (perm staff)

Manage Countries for Singapore, Indonesia, Australia and New Zealand

## **Sales Manager**

Sangfor Technologies - Singapore

October 2018 to October 2019

Responsibilities in the company (IT Vendor Level)

- Sales Enablement (To Channel Partners)
- Channel Recruitment, Profiling & Development
- Go to market Positioning, Strategy & Penetration
- Product Solution Bundling
- Marketing & Promotions HP Enterprise Training 2018
- Ensure Channel Profitability

Personal Development:

- Learn to collaborate with resellers through distributors
- How to create alignment and goals with distributor to achieve them
- Understand operations of Vendor Responsibility and working with Headquarters (HQ) in China

## **Channel Account Manager**

ECS Computers (Asia) Pte Ltd

November 2017 to August 2018

Responsibilities in the company (IT Distributor Level)

- Achieved on average Gross Profit of 3 times my salary on new accounts developed and some assigned accounts.  
(Exclude Product internal cost mark-up)

## **Product Executive**

Ingram Micro Asia Limited

January 2016 to October 2017

Responsible Products:

1. Juniper, NSFOCUS, Pulse Secure
2. Zebra (Including Motorola Acquisition), Socket Mobile

Responsibilities in the company (IT Distributor Level)

- Exceed Company Quarterly Target (Over 1 Million USD/Month) with counterparts from respective countries  
as Singapore is the HQ for: (Philippines, Vietnam, Indonesia, Myanmar and Cambodia).

## **Education**

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### **Masters in Management**

University of Warwick

### **Bachelor's in Innovation and Entrepreneurship**

University of Adelaide

## **Diploma in Business Information Technology (Specilization in Marketing)**

NGEE ANN POLYTECHNIC

### Skills

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- Channel Account Management (8 years)
- Product Management (8 years)
- Business Development (8 years)
- Product Marketing
- Regional Sales Development (5 years)
- Pre-sales (8 years)
- Network security (8 years)

### Languages

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- English - Expert
- Chinese - Fluent

### National Service

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#### **Branch: Singapore Army**

Service Country: Singapore

Rank: CPL - with Good Service Medal

September 2013 to September 2015

Currently doing reservist as Cyber Warrior (Simulation Ops) - Trained by ST Engineering - Training and Simulation

### Awards

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#### **Best Performance in E-Games Design (Diploma)**

March 2012

#### **Top Sales for NSFOCUS (APAC) 2020 and 2021 (Perm Staff)**

2021

#### **National Service (Singapore Armed Forces) - Good Service Medal**

2021

### Certifications and Licenses

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#### **Juniper Networks (1.5pages list of Modules) - [Sales, Technical, Security, Switching Etc]**

<https://drive.google.com/file/d/1LCWkG2VlkjCmef47UEQjTRFan7n-nT0n/view>

**HPE - ARUBA - Engagement and Analytics [EASS 2015]**

**NSFOCUS - Web Security Cert- WAF (NCWA) & DDOS (NCAA) Certified**

Present

**IBM - Big Data**

**Splunk 7.x Fundamentals [For SIEM]**

**F5 Networks - Sales and Technical Accreditation**

**Sangfor Technologies (Network security, Cloud and Hyper Converge Infrastructure) [Data Centre Security & Server Solutions]**

**Pulse Secure Distribution Specialist. [Network Security]**

**Automation Anywhere - Robotic Process Automation**

**INGRAM MICRO - SAP CERTIFICATION**

**F5 Sales and Technical Accreditation**

**Pure Storage (Sales and Technical)**

**SOPHOS Sales Certification**

**Cisco Flash stack & Pure Storage [Data Centre Backup & HCI Server]**

**Invicti - Acunetix - Sales and Tech Cert [Vulnerability Assessment & PT]**

**EnGenius Certified Wireless Professional & Certified Network Specialist [WIFI]**

**ANTLABS - ASP Cloud and SG5 Sales Certification**

**MYOB - LCCI Level 2 Accounting Certificate - Pass with Distinction**