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SUMMARY	<p>15 years of proven track record in Training and Business Development. Key area of focus includes driving revenue for newly acquired and developed products. Partner training &amp; development for sales, presales and technical audiences. Product management for key flagship Microsoft products. Highly passionate IT evangelist and pre-sales engineer with much experience in public speaking, facilitation and training.</p>
Virtual Team 2013 - Present	<p>Director Virtual team function as an outsourced marketing &amp; training arm for companies in need of additional marketing and training support</p> <p>Drive training and marketing projects measured against approved Scope of Work with our clients.</p> <ul style="list-style-type: none"><li>• Certified Microsoft Licensing Trainer</li><li>• Certified Microsoft Cloud Facilitator (Office 365)</li></ul> <p>Key Projects undertaken</p> <ol style="list-style-type: none"><li>1. Enabling S.E.A partners to Sell Microsoft Cloud – help the partners to transform their business to embrace Cloud<ol style="list-style-type: none"><li>a. Training them on key selling concepts</li><li>b. Facilitating train the trainer sessions to enable them to be able to redeliver the session</li><li>c. Working with the business owners to understand profitability of the Cloud business</li></ol></li><li>2. Enabling Solution selling in the partners<ol style="list-style-type: none"><li>a. Training partners to be successful in Cloud selling through solution selling</li></ol></li><li>3. Driving Cloud consumption<ol style="list-style-type: none"><li>a. Customers Cloud tips and trick training sessions</li></ol></li></ol>
Microsoft Singapore 1996 - 2010	<p>Business Development Manager RHQ – Incubation – 2006 – 2010 Develop SEA market for newly acquired or developed Microsoft Management solutions till it is fully supported by the in-country business unit Grew the management solution business by 600%. Established program to drive internal and partner readiness; developed campaign that delivered 150% YoY customer pipeline and closed looped engine with direct customer engagement.</p> <p>Key engine that drove the success</p> <ol style="list-style-type: none"><li>1. Developed partners’ ecosystem<ol style="list-style-type: none"><li>a. Training partners in managing value propositions, objection handling, and understand solution selling framework</li></ol></li><li>2. Developed customer engagement process</li></ol> <p>Product Marketing Manager – Singapore – 2003 - 2006 Grew the Messaging Business by 40% and the management Server business by 30% SQL Business 26% and Windows Server 20%. Developed a group of competent deployment partners to support growth. Showcased evidence of success through integrated campaigns targeting decision makers.</p>

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#### Security Specialist – 2002 - 2003

This was an initiative started by Microsoft Corporation in 2004/5 to drive the understanding and adoption of Microsoft Security technologies and directions. I spear headed the project in Microsoft Singapore that changed the security landscape for Microsoft in Singapore. I:

- Designed and delivered the customer awareness channel to educate customer (Measured by 100% increase in customers signing up for the Security Bulletin)
- Recruited and trained partners to be able to deliver our security messages
- Trained manage partners to be able to drive business opportunity with security
- Setup up the emergency communication procedure to ensure that customers and partners are informed within 24 hrs of any security outbreaks
- Executed the largest Security event in Singapore that generated > 10 positive press coverage, 5000 IT Pros attendees and 21 partner sponsorship.

#### Presales consultancy – 1996 - 2001

Was headhunted to join Microsoft from ECS (distributor) as a technical pre-sales consultant, following the closure of the first SMS deal in Singapore. Was responsible to drive the technical adoption with customers and partner mindshare with Microsoft products. Key strengths displayed in the role was: - Technical competency as a certified MCP

- Evangelize the complete end to end Microsoft Server solution stack.
- Consistently high speaker rating in partner and customer events

ECS Computers  
Pte Ltd  
1993 – 1995

Senior Training and Support Engineer  
Delivered training for Linux and Unix administrators as a certified Unix Administrator  
Provided support for Unix customers  
Delivered training to customers on Microsoft productivity suite and server range of products

Comsertrac  
Computer School  
1990 - 1993

Lecturer for NCC Diploma in Computer Studies

#### EDUCATION

HIGHEST ATTAINED EDUCATION:  
Computer Science Degree - BCS part II.– 1991