

# ROBERT WORTHINGTON

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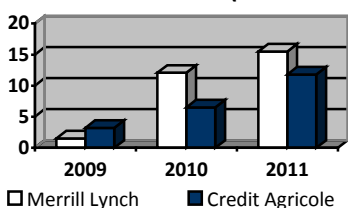
## VICE PRESIDENT / DIRECTOR SALES - GLOBAL IMPACT

New-Business Rainmaker Driving Regional Launch & Rapid Profits in Hong Kong  
**#1 Go-To Revenue & Volume Generator in APAC**

- Senior sales leader with cultural acumen and multimillion-dollar record throughout Asian territories—**creating near-constant revenue** through perpetual relationship cultivation among global corporations.
- C-suite relationship-builder instrumental in **startup and global expansion**, with \$64M total sales record from multiyear deals at Vodafone Japan, Chartis Insurance (Hong Kong, China, Singapore, Philippines), Credit Agricole Commercial & Investment Bank, TSC (Taipei, Taiwan), and ICAC.
- Primary APAC sales driver, creating high-ROI relationships against well-established, global competitors and **positioning Wilson Consulting alongside Accenture, IBM**, and other major industry players.
- Career-long history of **relocation throughout APAC**, accelerating sales through personal, on-site contact.

## ENTERPRISE-LEVEL SALES WINS

Account Revenues (in Millions)

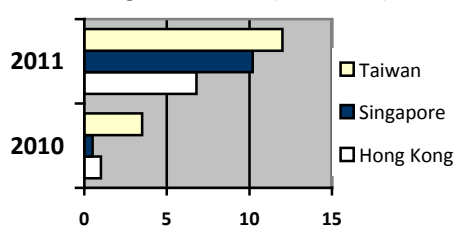


### Dynamic, Region-Wide Success

Brought Hong Kong and Singapore from **US \$5M to US \$30M** in just 2 years

Positioned Wilson Consulting for **high-dollar gains** by networking with British and American Chambers of Commerce

Regional Growth (in Millions)



- ✓ **Competitive, Multimillion-Dollar Deals Across APAC...** Cultivated and secured US \$10M+ Nomura account critical to Japanese branch success—preserving top-of-mind influence with C-level contacts.
- ✓ **Channel & VAR Contracts...** Closed BNP Paribas account as the first deal in Singapore that solidified Wilson Consulting's presence.
- ✓ **Aggressive, Multi-Country Strategy...** Opened key relationships in China, Taiwan, Japan, Hong Kong, Philippines, Singapore, Indonesia, Malaysia, Thailand, Australia, & India crucial to market dominance.
- ✓ **Market Foothold in Japan...** Won Merrill Lynch (US \$15M revenue over 3 years) and ING Barings accounts, leveraging existing relations to procure deals in Japanese offices.
- ✓ **#1 Software Licensing Deal...** Secured largest global agreement (multimillion-dollar \$US) in Australia.
- ✓ **Broader Company Footprint...** As former Platinum Software business development executive, added sales throughout colleague territories; promoting software through VAR alliances.
- ✓ **US \$100M+ New-Business Results...** Produced record-breaking achievement throughout tenure as Sales Director in region marked by high turnover and cutthroat competition.

## EDUCATIONAL BACKGROUND

BACHELOR OF ARTS IN GEOGRAPHY - University College Swansea, Wales

## INTERNATIONAL CREDENTIALS

Hong Kong Permanent ID: P107076(6) - British Passport Holder

## **WILSON CONSULTING, Hong Kong & Japan, 2001–Present**

### **SALES DIRECTOR**

**As top revenue leader, turned around APAC business unit** with rapid attention to key targets for consulting services (program/project management, application development, software QA/test, portal development, data warehousing, interactive expertise, IT management, package implementation/integration). Manage high-margin revenue (US \$20M+ annual budget). Mentor/coach reps, with authority for 200+ indirect reports in Hong Kong, Singapore, Indonesia, China, Taiwan, and Japan.

- **Surpassed \$500K monthly run rate** by winning key offshore services contract—positioning major new account as potential Top 5 revenue generator.
- Closed finance, utility, and supply chain industry engagements, identifying insurance, biotech, banking, telecom, and other targets; monitored/hired consultants, negotiated multiyear contract pricing and resolved engagement issues.
- Educated and mentored sales teams to attain **continual opportunities** from long sales cycles.

## **PLATINUM SOFTWARE CORPORATION, Hong Kong, 1998–2001**

### **BUSINESS DEVELOPMENT MANAGER**

**Handpicked to drive territory growth, closing US \$1M+ deals** throughout Philippines, Hong Kong, China, Taiwan, Indonesia, Thailand, Malaysia, and Singapore to set stage for region success. Managed direct sales, partner opportunities, pricing, distribution, end-user contracts, maintenance, product launches, and releases as liaison to VARs and corporate clients.

- Developed influential relationships with system integrators, Big 4 firms, and hardware manufacturers.
- Worked with VAR to secure Ramada Hotel ERP application contract—**the largest deal in region history**.

## **COL LTD, Hong Kong, 1996–1998**

### **SALES & MARKETING MANAGER**

**Recruited as first regional rep**, organizing client presentations, promotions, product launch events, seminars, conferences, and road shows. Furnished product launch information to media and industry analysts.

- Introduced data warehousing concepts to clients; **opened account opportunities** by managing delivery of prototypes tailored to client requirements.

## **PROLAB SOFTWARE LTD, Hong Kong, 1991–1996**

### **SALES & MARKETING MANAGER**

**Drove regional business through channel and alliance partnerships.** Managed regional promotions and channel development for division offering ERP suite of business applications, with business expansion throughout Philippines, Singapore, Indonesia, Taiwan, and China.

## **ASSOCIATIONS**

**The American Chamber of Commerce**

**The British Chamber of Commerce**

**Economist Group**