

ROBERT WORTHINGTON

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VICE PRESIDENT / DIRECTOR SALES - GLOBAL IMPACT

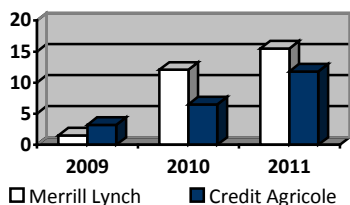
New-Business Rainmaker Driving Regional Launch & Rapid Profits in Hong Kong

#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)

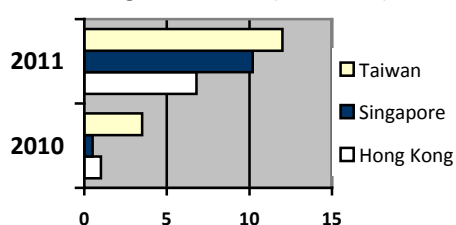


Dynamic, Region-Wide Success

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