EDTECH CURRICULUM VITAE

HELLO MY NAME IS ANDRE LIEM.

A SHORT PRESENTATION.

I believe I am a rare individual that has experiences on both vendor and client sides to cover all key stakeholders well. To go from operations to IT is quite common. However, to go from IT to sales not so much since skill sets are quite different. Then, to take all this and coupled with teaching experience would mean I can quickly come up with common stories to build relationships fast and leveraging my business consulting background, acquire requirements to define just the right solutions to win opportunities!

AMBITION

BACKGROUND

- Born in Indonesia
- Naturalized as an American
- Lived in Hong Kong / China for over 15 years

EDUCATION

- Bachelor in Accounting
- Master in Information System
- MBA from The Chinese University of Hong Kong

MY EXPERIENCES. WHAT I HAVE DONE!

I have extensive experiences on both vendor and client sides. This allows me to have a holistic, 360-degree view on any situations to come up with both good to best practices and out-of-the-box solutions to fix problems and find winning opportunities.

VENDOR SIDE

Worked as a Senior Business Consultant for IBM Global Business Service on their CRM / BI and Strategy and Change Teams. Also worked as a Business Developer at NEC for over 5 years and quickly moved up to Business Development Director by out-thinking my competitors and providing innovative solutions to my clients.

CLIENT SIDE

From "client facing" to operations to IT management and software development, I've done it all and with several years experience in each category. The end-to-end experience allows me to understand systematic and organizational specific issues quickly and has the experience in putting out these fires. Valuable lessons learned for your organization.

Sales / Business Development

Partner Manager

Created a robust partner network with large (Deloitte Consulting, Dell, etc.) and small companies (Achievo, Master Concepts, etc.) to win deals and ensure projects success.

Technical Pre-Sales

Technical expert during sales process. Put together demos and lead technical discussions for solutions such as Business Intelligence, Payment Systems, Sales Force Management, etc.

Sales Manager

Cover large and small enterprises primarily in the Government and Banking industries. Expert in writing proposals and producing sales materials using innovative ways in leveraging information.

Operations / IT Management

Teacher

Taught from Grade 3 to Grade 12 and also university students. Created teaching materials, lesson plans and collaborated with teachers and administrators during special events. I've done it all as a teacher and seen a lot of issues which are in need of EdTech solutions.

Financial Operations

Have over 7 years of working in Finance / Accounting departments primarily with billing and reimbursements. Was a Financial Analyst playing with Excel and VBA to automate the analysis processes.

IT Manager / Dev.

Worked as a Software Engineer doing full stack development for web and Windows projects. Moved up as an IT Manager managing a Data Warehouse for General Motor Call Center division.

SOME INSTITUTIONS I HAVE WORKED FOR:

HANLIN | 昆山经济技术开发区国际学校 Kunshan Economic and Technical Development Zone International School | JIANGNAN UNIVERSITY | IBM | NEC | Adecco | gm | UNIVERSITY OF MICHIGAN