Kelvin Ang

Sn. Account Executive | Enterprise & Mid-Market

Personal details

👤 Kelvin Ang

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Education

Bachelor of Engineering (B.Eng), Electrical and Electronics Engineering
University of Bradford

Skills

Account Management ●●●●●

Business Development ●●●●●

MEDDIC ●●●●●

Languages

English

Chinese

Malay (Bahasa)

Summary

- Top performing Hybrid Account Executive in SEA regions, commercial segment in Deel.
- Recognized as the Best APAC SDR in Datadog.
- Ex-engineer.

Employment

Sn. Account Executive (Ent/MM), ASEAN   Feb 2025 - Present
Lucanet, Singapore
Lucanet empowers modern CFOs to lead with ease. Our standardized, ready-to-use, out-of-the-box solutions streamline financial processes and reporting, delivering unmatched speed and accuracy.

Target Industries: Real Estate, Manufacturing, Financial Services, Tech

Sn. Account Executive (Mid-Market), ASEAN   May 2024 - Feb 2025
Redis, Singapore
Redis is the world's fastest in-memory database (DaaS). We provide cloud and on-prem enterprise solutions for caching, vector search, and more that seamlessly fit into any tech stack.

Account Executive (Hybrid), ASEAN   Apr 2022 - May 2024
Deel, Singapore
Deel is the first HR Tech platform (SaaS) for remote teams that connects localised compliance and payments in one system of record and automates everything. Deel works for independent contractors and full-time employees in more than 150 countries, compliantly.

ACHIEVEMENTS:
Q4 FY 2022: Attainment: 162%
Q1 FY 2023 Attainment : 95%
Q2 FY 2023: Attainment: 91%
Q3 FY 2023: Attainment: 75%
Q4 FY 2023: Attainment: 120%

Enterprise Sales Development, ASEAN   Mar 2020 - Feb 2022
Datadog, Singapore
Datadog is the world's leading SaaS-based monitoring and analytics platform for IT infrastructure, operations, and development teams. It provides a single view of your infrastructure, applications, and logs, synthetics, and ties in machine learning for things like anomaly detection, forecast alerts, and composite monitors.

ACHIEVEMENTS:
1) Overachieved 187% of KPI in Q2 2020 at Datadog.
2) Overachieved 130% of KPI in Q3 2020 at Datadog.
3) Overachieved 110% of KPI in Q4 2020 at Datadog.
4) Best meeting to opp ratio 72.50% to date.
5) *Recognized as the best Regional Sales Development of the year 2020.

Sn. Global Sourcing Engineer   Jan 2016 - Feb 2018
Razer Inc., Singapore
1) Source for new suppliers, and partners to achieve main business goals for electronic commodities across leading gaming devices.

Certificates

AWS Cloud Practitioner Essentials (Second Edition)

Sales: Closing a Complex Sale

2) Identify, develop, negotiate, and manage strategic suppliers and contract manufacturers' business relationships to achieve value engineering, rebate program, and better payment terms.

ACHIEVEMENTS & PROJECTS:
1) Achieved total targeted bi-annually cost reduction projects with contract manufacturers and components suppliers.

2) Achieved KPI cost saving with an established strategic partnership with suppliers and distributors.

Sn. Materials Engineer   **Jan 2010 - Dec 2015**
Agilent (Keysight Technologies)
BUSINESS ACHIEVEMENTS & PROJECTS:
1) Six Sigma Green Belt Project Lead: Resolved critical quality issues for the High Impact Business Division by leading a team of product engineers and suppliers. We achieved avoidance cost up to $3,000,760 in Six Sigma Green Belt project.

2) Led Suppliers Quality Improvement Program for international suppliers and achieved 0% defect yield of their incoming parts and avoided revenue impact up to $5,000,000 on Q2 FY14.

3) Gold Award Member: Keysight Technical Forum 2014.

4) Led a team of 25 engineers to host one of the largest Materials Engineering Forum Q2 2015 event that involved hundreds of professional audiences from different backgrounds. We received excellent award from the management teams.