

NBS Focus Point: Transformational Thinking – Strategies for Success in a Changing World



Panelist:

Mr Koh Su Hock

Head of Channel Sales, South Asia

Dropbox

Class of 1998 Accountancy

Su Hock believes in harnessing the power of networks for the collective good. With advent of the third (computing) platform to analytics/big data + social media + mobile + cloud computing, and increasingly IoT, networks are creating unimaginable possibilities for greater economic, social, environmental and human outcomes.

A lifelong curiosity, willingness to unlearn & relearn, openness to circumstances, and most importantly people around him have guided his career transitions over the past 2 decades in the IT world.

Su Hock currently leads the Asia channel and local business to empower collaboration in organisations of all sizes and to help all users unleash their personal and collective creativity. Previously Su Hock has spent time with both Symantec and Intel in various Asia Pacific-wide roles.

Su Hock also passionately believe in gaia Earth and community causes because all things are interconnected on our planetary network.

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Panelist:

Mr Terry Smagh

Executive Leader (Cloud & Analytics, Asia Pacific)

IBM Singapore

Class of 2015, Executive MBA

Seasoned Sales & Data Analytics Executive with 17+ years of broad international experience leading cross-functional teams for expansion & entry into domestic & international markets, Terry industriously build globally competitive brands through purpose-driven, penetration focused marketing strategies that aim to drive partner excitement and incentivize purchase, leading sales revenue and profitability to unsurpassed levels.

His expertise lies in: Data Analytics & Competitive Intelligence | Strategic Alliances & Channel Partner Development | Tech Start-Ups, Growth & Transformation | Key Account & Pipeline Management | Channel Conflict Mechanism | Enterprise Sales Software Solutions | P&L Management | Sales Enablement | Sales Productivity | Solution Selling

He has a passion for enterprise technology and a natural entrepreneurial affinity to build successful start-ups and has established 3 software companies out of Singapore with Stellent, Hyperion & Qlik, all of which had successful IPOs and were listed on the US stock exchange.

Terry has demonstrated success in

- Brand Advocacy, Thought Leadership, Key Influencer and Subject Matter Expert Consulting
- Delivering Operations / Sales in a Competitive and High-Performance Environment
- Building Strategic Relationships and Selling at CxO level through a strong Consultative Approach
- Collaboration across Functional Teams to engage, execute and close complex Sales Opportunities
- Excellent Business Evangelism, Powerful Negotiation and Executive Presentation Skills

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Panelist:

Ms Yeo Wan Ling

CEO

Caregiver Group Pte Ltd

Caregiver Asia Pte Ltd

Yeo Wan Ling is the CEO of Caregiver Asia Pte Ltd. Wan Ling, based in Singapore and Hong Kong, runs Caregiver Asia which is an Asian care company that transforms the way care is delivered today. She is an international business builder with strong networks in Singapore, China, Hong Kong, South Korea, Taiwan and United States. She is noted for her exceptional people skills and her ability to warm up cold relations.

Prior to founding Caregiver Asia, Wan Ling worked at the Singapore Economic Development Board as a foreign direct investment veteran. She spent 15 years account managing Fortune 500 companies in the Healthcare, FMCG, Technology, Engineering, and Oil & Gas industries. She has lived and managed operations in the United States, Shanghai and Hong Kong.

Wan Ling studied at the National University of Singapore where she graduated with a Bachelors of Social Sciences (2nd Class Upper Hons) in Sociology and Political Science.

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Keynote Speaker:
Mr Mukul Deva

Mukul Deva is a renowned global speaker and thought leader. He has been heralded in the media as being ‘The God of all things’, and ‘The Change Maker.’ Mukul helms international conferences and has inspired thousands with his revolutionary yet extremely practical & positive view of life.

What truly drives Mukul is his passion for helping others live up to their potential.

A Mentor with the United Nations Institute of Training & Research, and an Associate Coach with the Singapore Civil Service College, Mukul has empowered CEOs, top government officials, and managers across diverse industries, countries & cultures to achieve transformational results. He has helped transform thinking and results as a skilled facilitator in Leadership, Change Management, Belbin Team Roles, Executive Presence, Conflict Management, Innovation, Cross Culture, Negotiations, Business Continuity Planning and Disaster Management. Mukul is certified in coaching from the Henley Business School, University of Reading, U.K.

Mukul is a successful serial entrepreneur. With a vision of a world in which everyone lives with dignity, self-respect and security, Mukul launched and successfully professionalized his first company, MSD SECURITY PVT LTD, which currently operates in seventy Indian cities. Then, to enable a world of empowered influencers, who inspire success and significance, Mukul co- founded Influence Solutions Pte Ltd, a premier Learning & Development company headquartered in Singapore, which delivers customized solutions to government & MNC organisations in 13 countries.

An alumnus of La Martiniere College, Lucknow, the National Defence Academy, Pune, and the Indian Military Academy, Dehra Dun, Mukul was commissioned as an officer in the SIKH LIGHT INFANTRY of the Indian Army in 1981. Honing his leadership skills in the crucible of combat, with a decade of operational service in India and overseas, Mukul then turned his attention to the corporate battlefield, and to his first love - writing. His books, fiction and non- fiction, in five different genres, have been applauded the world over. One of the pioneers of the Indian military action thriller and techno thriller, Mukul is a master storyteller with sixteen published books. He has been a consistent shot on the bestseller lists for five consecutive years, and his books are being made into movies.