LIO Wai On, Aries

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Education

2007 – 2010 The Hong Kong Polytechnic University

BA (HONS) COMPUTING, Bachelor of Computing

It is ranked #66 in Global World Rankings 2022.

https://www.topuniversities.com/universities/hong-kong-polytechnic-university

2002 – 2006 Hong Kong Institute of Vocational Education

Higher Diploma in Computing System Administration

1996 – 2001 Helen Leung Memorial Secondary School

Work Experience

**Mar 2021 – Present**

**China Telecom – China Telecom Europe (Based in UK)**

**Cloud Solution and Business Development Manager** (**Presales/Business Development, Hybrid Cloud Solution/ SD-WAN**)

* Responsible for developing Cloud Exchange and Hybrid cloud (Including but not limited **Public Cloud – AWS, Azure, Google Cloud and Alibaba Cloud**) technical solutions in Europe region.
* SDWAN, Cloud Exchange and hybrid cloud-related technical solutions such as servers, storage, network virtualization, security, and familiar with mainstream public cloud and private cloud solutions; including but not limited to the brand name: **Fortinet, Versa, Checkpoint, Cisco, Viptela, VMware, VeloCloud.**
* Product development and Go-To-Market Plan on cloud computing and SD-WAN area, and focus in **AWS/ Azure /Alibaba Cloud solutions.**
* Sourcing and Manage vendors and suppliers including developing & evaluating the suitable Cloud Solutions/ Managed Services in UK/EU
* Cloud computing and SD-WAN solution planning consulting and architecture design, have a deep understanding of a certain industry or sub-industry, and end-to-end implementation of industry projects
* Involving in the major customer opportunities and expertise by attending customer meetings, formulate a winning strategy by producing the best solution design, Proof of Concept demonstrations and provide product documentation
* **Customer Handle and Reference:** **HSBC, IKEA, Porsche, Volvo, PSA Group, ACNE, Berkeley Diageo, Ferragamo, Inditex, Sportradar, Domino, HostelWorld, Median, WSET Global, Bally and etc.**

Sept 2019 – Mar 2021

**Alibaba Group – Alibaba Cloud**

Ecosystem Alliance Manager (Alibaba Cloud Market Place and ISV/MSP Partner Development - APAC)

Business Development Manager (Channel Business – Hong Kong/ Taiwan/ Macau/ Korea/ Philippines)

* Understand each partner needs, how partnership programs work, what motivates them, and how to drive commitment to an ever-expanding and deepening relationship
* Drive joint **GTM (go-to-market)** programs working cross functionally with marketing, sales, channel and product that drive pipeline from our partners/ technology partners
* Be the expert in the sales messaging, motion and organizational alignment for each key partners
* Lead the relationship and business development activities with **key technology alliance partners (VMware, Fortinet, Red hat, etc.)** to build mutually beneficial business outcomes
* Facilitate joint roadmap and integration discussions with partners to ensure that we're delivering optimized solutions that solve real problems for our customers
* Work with local marketing team to co-market programs that generate pipeline and revenue with and through partner, resellers and referral channels.
* **Partner Handle and Reference: Redhat, Palo Alto, Commvault, VMware, F5, Check Point, Fortinet, SAP, Deloitte, PCW (PricewaterhouseCoopers Hong Kong), KPMG, Netcraft, Boardware, ASL Macau, JOS Macau and etc.**

June 2018 – Apr 2020

**Alibaba Group - Alibaba Cloud**

Solution/Product Manager (**Presales /GTM Product Role**) - International Office (Hong Kong/ Taiwan/ Macau/ Korea/ Philippines)

* Lead the case with innovation product and work with BD/SA team to manage customer expectation
* Collect Customer Requirement and team with BD/SA with product view to make the lead to order
* Product training to BD/SA and **GTM(Go-to-Market)** related task
* Product Enablement/ Training to Channel Partner/End user including but not limited to , speaker in public workshop, prepare workshop/ events
* **Customer Handle and Reference, Customer Breakthrough:**
* **Hong Kong: HSBC, Cobalt HK, Shiseido, Chow Tai Fook, Pacific Coffee, Cathay Pacific, Hang Seng Bank, Emperor Group, TFI, IT eshop, HK Express, HKSTP/Cyberport Innovation project (AI, Big Data, IOT)**
	+ **Korea: Samsung, SK Group, LG Group and etc.**
	+ **Philippines: Philippine Long Distance Telephone (PLDT), Globe Telecom (Globe) and etc**
	+ **Macau: MGM Macau, SANDs Macau, MTel, Macau Government, and etc.**
	+ **Taiwan: Shin Kong Mitsukoshi and etc.**

June 2017 – June 2018

**Huawei International Co. Ltd – Huawei Cloud BU**

**Solution Manager –** **Presales Role (Cloud BU – APAC)**

Dec 2013 – Sept 2017

**Huawei International Co. Ltd – ICT Product Line**

**Solution Manager/ Product Manager (Presale and Sales Roles) – Enterprise and Carrier/Telecom**

* Communicate with customer mid-level and CXO level maintain the relationship
* Responsible for reaching out to clients with the sales to handle presentations and solution design
* Provide the POC planning and the demo test plan with schedule to the end user
* Channel enablement to SI and Distributor, Speaker in Channel and End user events.

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| --- | --- | --- | --- |
| **Customer** | **Project Name** | **Project Size (USD)** | **Related Product** |
| PCCW - HKT | Public CloudPrivate CloudInfrastructure as a Service (IaaS) | 800K | Cloud PlatformCloud ManagementStorage |
| Hutchison - HGC | Public Cloud to Enterprise Customer Infrastructure as a Service (IaaS) | 800K | Cloud PlatformCloud ManagementSAN/ NAS Storage |
| PCCW - HKT | S3 Cloud Storage / Backup Cloud Storage Backup As a Service (BaaS) | 300K | S3 StorageSAN/ NAS Storage |
| Hutchison - HGC  | Cloud BackupBackup As a Service (BaaS) | 500K | SAN/ NAS StorageBackup Software |
| Hutchison - HTHK | Digital Transformation | 1.5 M | Cloud Platform/ Oracle SPARC to x86Cloud Management PlatformSAN/NAS Storage/ All-Flash Storage |
| Hutchison - HTHK | IT Transformation | 1.5 M | Cloud PlatformCloud Management PlatformSAN/NAS Storage/ All-Flash Storage |
| JD MALL京東 | Data Center Infrastructure | 700K  | Server and Storage Transformation |
| Cathay Pacific | SAP HANA Project | 500K  | SAP HANA Solution  |
| CMI (中國移動)CU (中國聯通)CT (中國電信) | Data Center Managed Cloud | N/A | Data Center Solution Case to End User and Telco Customer |

Oct 2012 – Nov 2013

**Microware Ltd**

**Senior Solution Consultant** – **Lead of Presales Team (Presales Role)**

* Partner with sales team to provide pre-sales and solution to the end users
* Provide solution scope of work and proposal for each presales case
* Handle vendor event booth and be a speaker in an event or workshops
* Focus on all the pipeline to do end user presales and the case follow, to help sales and marketing team to meet the target
* Provide the POC and the demo to the end user

May 2011 – Oct 2012

**SiS International Hong Kong Ltd (Distributor)**

**Presales Specialist** (**Presales team**),

* Partner with Sales Team to provide pre-sales to the end user and reseller
* Provide Product training to reseller, Meeting with Vendor to providing case update
* Handle vendor event booth and be a Large scale Speaker in an event or workshops(**Symantec Backup , EMC Storage & Backup Solution, Veeam Backup , IBM Server and Storage, VMware)**
* Focus on all the pipeline to do end user presales and the case follow, to help sales and marketing team to meet the target
* Provide the POC and demo to the end user, Focus Product **Symantec**, **EMC**, **Veeam Backup**, **IBM**, **VMware**

Feb 2010 – Mar 2011

**Ricoh Hong Kong Ltd**

**Project Officer** (Presales Project Management and Delivery Roles) (**Solution Team**)

* Government Tender Project – IT Services and Product Part handling (Including Manpower control, Hardware and Software liaise with subcontractor and etc)
* Partner with Sales Team to provide pre-sales services, prepare project proposal, and SOW writing and technical diagram drawing. Handle Event, Seminar and Speaker of the Seminar
* Projects-In-Charge, Handled(From Design, Planning, Implementation, Review and Testing)
	+ - * **Roadshow Project**(Cisco Switch with High Availability and Security Project)
			* **Cyber port Ltd Project** (IPv6 Project with Windows Server 2008 with Cisco Product)
			* **Siu On Stock Investment Co Ltd** (Securities System included Juniper Firewall, Cisco, IBM, Web filtering Appliance )
			* **Sinotrans Hong Kong Ltd** (Cisco Product, HP Server, Tape Library and HP EVA Server)
			* **Secondary and Primary Schools** (Dell, H3C Switch Design and Implementation, Google Apps Sync Directory, Proxy Server and Network control Software)
			* **HKFYG** (Cisco Switch and Firewall Solution Design, DR Site solution Design)
			* **Nan Fung Group** (Visualization Vmware P2V, Blade Server and SAN Storage)
			* **Others** - Firewall(including web filtering and IM blocking), Exchange server Design and Implementation, Visualization VMware P2V)
* Provide Official Training to System Services Engineer and Junior System Engineer including Project Implementation handling and IT Maintenance Services. Training Planning and Exam.
* Other Project-In-Charge: Security Project(Firewall and Symantec SEP project), AD Migration, Exchange Server, Lotus Notes, AP with controller, VMware ESX Server, Blade Server and EMC Storage, IT Audit Prepare Project.

Sept 2008 – Jan 2010

**Miele (Hong Kong) Ltd**. (German manufacturer of high-end domestic appliances and commercial equipment, headquartered in Gütersloh)

**IT Specialist**

* Handle office relocation project, including executing project plans, designing and implementing new network structure (MPLS, MetroEthernet using Cisco product, Security Product)
* Negotiate with vendors for IT hardware and software equipments
* Configure PABX phone system (including Services Call Centre) and Network and Security hardware components (Cisco switches, Access points, Site to Site VPN)
* Maintain and ensure proper operation of Windows server (Active Directory, File Server, Lotus Domino Server), Symantec Backup Exec, Checkpoint, Juniper SSG Firewall and Dell NAS Server
* Manage the implementation project and liaise with IT Team of headquarter for solving the problems in ERP system (AS400 with GUI interface)
* Organize and provide the training of SQL Query, Cognos Powerplay and ERP system to end users

Aug 2007 – Sept 2008

**Arrow Asia Pacific Ltd** (American Fortune 500 Company headquartered in Centennial, Colorado)

**User Support Analyst**

* Monitoring and Troubleshooting network equipment (Cisco), Servers (HP, Dell SAN, IBM Blade Center), email system (Lotus Domino) and BlackBerry Enterprise Server (BES)
* Handle Symantec Antivirus Management Server, WSUS Server and backup server
* Maintain proper documentation system for the hardware and software inventory
* Manage daily hardware and software installation activities, including handling AD migration, implementing and managing WSUS Server and Symantec Server
* Asia Pac Branch Office Project – Implementation Server, Switch, Access Point and Site to Site VPN.

Sept 2006 – Aug 2007

**SOGO Hong Kong Co. Ltd**

**System Support**

* Provide IT support to shop level and office level users
* Execute and monitor the company server and Cognos Report System
* Provide Window POS server/client, AD, Microsoft Exchange server/client and maintenance backup (CA ARCserve Backup), Checkpoint Firewall and IBM AIX administration.

Professional Certifications

* Alibaba Cloud
	+ - ACP (Alibaba Cloud Certified Professional) Cloud
		- ACA (Alibaba Cloud Certification Associate) Cloud
* Google Cloud
	+ - Google Cloud Sales Credential
* VMware Certified Professional – VCP5
	+ - Datacenter Virtualization (VCP-DV on vSphere 5)
		- VMware Certified Professional – Cloud (VCP-Cloud)
* Microsoft Certifications:
	+ - MCP (Microsoft Certified Professional)
		- MCTS (Microsoft Certified Technology Specialist)
		- MCSE (Microsoft Certified Solutions Expert) ,MCSA and MCDBA
* Symantec
	+ STS-Partner Accreditation
		- Symantec Endpoint Protection 11 MR 4(STS)
		- Symantec Technical Foundations: Security Solutions 1.0
		- **Symantec Backup Exec 2012 Technical Assessment**
* Cisco Career Certifications:
	+ - CCNA (Cisco Certified Network Associate),
		- CCNP (Cisco Certified Network Professional) 642-902
* EMC Education Services – EMC Proven Professional
	+ - 2012 EMC Sales Accreditation and Velocity SE, 2011 VSE Consolidate Product & Technology Test, Backup and Recovery Product and Technology Test
		- E22-290 Data Domain Deduplication, Backup and Recovery
* HP Accredited Sales Consultant (ASC) - HP Enterprise Storage Solutions 2010 (HP2-K03).
* IBM Professional
	+ - 000-781: PureFlex Technical Support V1
		- 000-958: Enterprise Storage Technical Support V3
* SonicWALL: CSSA (Certified SonicWALL Security Administrator)
* ITIL® V3 Foundation (Information Technology Infrastructure Library).
* PMP® (Project Management Professional) Course Completed