

# Phoo Pwint Hlaing

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## PERSONAL STATEMENT

Business Development & Product Specialist with 5+ years of experience in ICT distribution across Singapore and Myanmar. Skilled in channel partnerships, account management, and driving revenue growth through strategic product positioning and trusted client relationships. Proven track record of collaborating with vendors and partners to deliver impactful go-to-market strategies. Recently completed a Master of Business Information Systems, strengthening my capabilities in data analytics, digital transformation, and technology-driven business solutions. I bring a blend of commercial insight, technical understanding, and a strong commitment to delivering results.

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## WORK HISTORY

VST ECS (Myanmar) Pte  
Ltd

Jan 2018 – April 2022

### Business Development

- Present and sell my company's products and services to meet tight sales and profit targets. A usual workday involves scheduling appointments and meetings with dealers and vendors to review product requirements and to determine other opportunities.
- Analyze the sales risk to estimate a dealer's potential.
- Draw upon my excellent customer service skills to establish and maintain relationships with current dealers while building relationships with potential dealers.
- Enhanced customer experience through tailored solutions and follow-ups.
- Worked with product development departments to enhance overall customer experience.
- Grew sales pipeline through dealer engagement and client presentations.

**VSTECs (Singapore) Pte Ltd**

July 2022 – April 2023

**Product Manager**

- Develop productive relationships with channel partners and principal vendors.
- Drive, position, develop and deliver new business opportunities for products.
- Take responsibility for product, inventory management and marketing through channel partners.
- Present and sell company's products and services to meet tight sales and profit targets. A usual workday involves scheduling appointments and meetings with dealers and vendors to review product requirements and to determine other opportunities.
- Collect customer requirements and define their vision working alongside engineering teams.
- Research customer experience and demands to create product strategy, pricing and positioning.
- Create plans in the development of product knowledge in both internal and external organizations.
- Manage and implement weekly, monthly and quarterly sales reports.
- Drive validation of PoCs with key customers and prospects.
- Understand the industry trends and competitive landscape relating to overall market.
- Work with Marketing and Business Development teams in identifying and completing effective GTM strategies.

**Trimble Inc.**

New Zealand  
July 2025- Nov 2025

**Operational Service (Intern)**

- Supported the Operational Services department in improving and adoption change process across QA, Product Success, XOps & Security teams.
- Designed and implemented interactive Domo dashboards to visualize change-adoption metrics and team-level KPIs.

- Built automated data pipelines integrating Google Forms → Sheets → Domo to transform survey responses into quantitative metrics.
- Collaborated with cross-functional leads (QA, XOps, Product Success) to refine communication flows, escalation protocols and SLA impact tracking.
- Developed frameworks for change awareness, satisfaction, tool/tech adoption, and training needs, enabling leadership to monitor transformation progress via Domo dashboards.

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## EDUCATION

University of Canterbury, Christchurch,  
New Zealand (2024-2025)

Master of Business Information System

Thanlyin Technological University, Yangon,  
Myanmar (2012-2018)

Bachelor of Electrical Power

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## BUSINESS & MANAGEMENT Skills

- Account Management
- Pipeline Building & Lead Generation
- Sale Reporting
- Stakeholder Engagement
- Go-to-Market Strategy
- Negotiation & Presentation
- Product Positioning
- Customer Need Analysis
- B2B Sales & Channel Development

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## INTERESTS

- Digital transformation and Business Strategy
- Travelling, Reading, Playing Table Tennis

**REFEREES**

VSTECS Pte, Ltd (Singapore)  
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