



**HAO (VICTOR) CHIANG**

Open to new opportunities

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Basingstoke, United Kingdom

As an accomplished professional, I take pride in my proven ability to drive revenue growth and expand market reach. With extensive industry experience and a genuine passion for effective management, I have consistently delivered results that elevate a company's standing and unlock opportunities for financial growth. My proficiency in analytical thinking, strategic planning, and leadership has enabled me to build strong, lasting relationships with business partners, fostering collaboration and success.

#### Employment History

##### **General Manager at Infotrend Europe Ltd, Basingstoke**

November 2017 – June 2023

As a General Manager reporting directly to CEO, my responsibilities encompass leading 17 direct reports across vital functions such as sales, pre-sales, post-sales, marketing, operations, and finance. My primary focus lies in shaping the strategic direction of the company and efficiently conveying these plans to our channel partners, thus driving the promotion of our solutions in the market.

Under my leadership, the company has experienced remarkable growth, as evidenced by a substantial 25% increase in revenue. Additionally, we have capitalised on new opportunities, resulting in a notable 17% rise in potential ventures. Furthermore, our dedication to excellence has yielded impressive results with a 14% expansion in our customer base, giving us a better position in the industry.

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## Regional Sales Manager - EMEA & SEA at AccelStor, Inc., Taipei, Taiwan

September 2016 – November 2017

My primary responsibility was to spearhead the expansion of our market presence through the acquisition and development of new distributors and system integrators. Leveraging my keen understanding of the technology landscape, I identified and targeted the most suitable verticals to identify and engage potential channel partners.

I developed and executed strategic business plans for the region, outlining clear objectives, sales targets, and performance metrics. I collaborated closely with the sales and marketing teams, ensuring a cohesive and synchronised approach to achieve overall company goals.

Success:

- 3 new distributors (Germany, UK, Singapore)
- 6 trade shows (Germany, Singapore, VietNam, Taiwan)
- 1 Data Centre (Malaysia)

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## Sales Director, Pan Asia Dept. at Infortrend Technology, Inc., New Taipei City, Taiwan

June 2014 – May 2016

I spearheaded the dynamic expansion of our business in the Pan Asia regions, playing a pivotal role in driving revenue growth and market presence. My primary focus centred around identifying, recruiting, and cultivating partnerships with distributors and system integrators, as well as fostering strong collaborations with channel partners to directly engage strategic end users.

Success:

- Government owned utility company (Indonesia).
- Surveillance market (Singapore).
- Post Production (Australia).

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## Global Sales Director at Synology Inc., Taipei, Taiwan

April 2005 – April 2013

- **Global Sales Director, Synology Inc., Taipei City, Taiwan**

Feb 2012 - Apr 2013 · 1 yr 3 mos

As the Global Sales Director at the headquarter, I am privileged to lead a dynamic team and leverage my proven track record of success in Europe to drive revenue growth and expand into new business areas. With a primary focus on developing and expanding Distributor and Value-Added Reseller (VAR) channels. My strategic vision encompasses product diversification, geographic expansion, customer segmentation, and channel optimisation.

Success:

- 4 new distributors in South East Asia (Singapore, Malaysia, Thailand, VietNam)
- 1 new distributor in Australia
- 5 roadshows with complementary vendor

- **Managing Director, Synology GmbH, Düsseldorf, Germany**

Mar 2011 - Feb 2012 · 1 yr

Building upon my success in UK, I was entrusted with a new challenge to start our German subsidiary. Leveraging my extensive experience in the UK market, I accomplished remarkable achievements, propelling the company to unprecedented growth and doubling revenue within a single year.

Success:

- 30+ exposure in highly technical end user magazines.

- Healthier channel margin.

- **Managing Director, Synology UK Ltd, Milton Keynes, United Kingdom**

Feb 2008 - Feb 2011 · 3 yrs 1 mo

I undertook a pivotal role in establishing and expanding our presence in the UK market. My primary focus was on driving Sales and Marketing development from its inception. Later expanded to include RMA centre covering the whole of Europe.

Success:

- Grew the business 8 fold.

- Received 2nd place of "Best Storage Manufacture" at Dabs.com Diamond award 2010.

- **Sales Manager, Synology Inc., Taipei City, Taiwan**

Apr 2005 - Feb 2008 · 2 yrs 11 mos

Managed EU market. Arranged visits, provide product information.

Arranged marketing activities. Developed channel customers.

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Links

[Online CV](#)

[Learning Journey](#)

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Certification

## Microsoft Azure Fundamentals AZ-900

July 2023

The AZ-900 is designed for candidates looking to demonstrate foundational-level knowledge of cloud services and how those services are provided with Microsoft Azure.

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