Kelvin Quee 魏有豪

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Product and revenue leader with imagination and ability to design, build, and GTM complex products at all levels.

Dec 2021 - Present
Co-founder, Product GTM, StoryChopsticks
- Build mobile app (video) for Chinese learning with multiplayer, speech recognition, and original content.
- GTM in Singapore, Indonesia (80% of customers), and Thailand generating >$10k MRR with <20% attrition.

May 2023 - Present
VP, Product and Revenue, Ion Mobility Pte Ltd
- Led and delivered zero-to-one products: evBike Sync Mobile App on App Store, build+test+deploy evChargers with PLN (ID national grid), build and transform internal ERP into MES – all on-time and on-budget.

June 2021 - May 2023 (Singapore and San Mateo, United States)
Director, Product and Revenue, AI Rudder Pte Ltd
- Developed, signed, and deployed new voice AI product usecases in new markets (Australia, Thailand, India, UAE, US), eg design, POC, launch, sales, and implementation of the US market in Q1 2023.
- Internationalization of product, docs, videos, ads, compliance, and sales materials etc for US launch in Mar 23.

Nov 2018 - June 2021
Senior Manager, Product (SME), International Group, Singtel
- Conceptualised, evangelized to C-level across Singtel group, planned, and led two engineering teams to build mobile platform that delivers simplified digital services to small and medium businesses across South East Asia.
- Localized and launched AIS Growbiz in Thailand successfully, and with other markets on roadmap in 2021.

May 2018 - Nov 2018
Regional Director (Asia), Competera Limited
- Led, planned, and executed market entry into Singapore and the region to several Asia-Pacific retail customers eg Harvey Norman for ecommerce price analytics.

Apr 2016 - May 2018 (Beijing, China and Tokyo, Japan)
Director of Asian Business Development, Hotto Link Inc (TYO: 3680)
- Develop new products and services in Japan, China, and Thailand for Chinese outbound tourists with key partners eg Tencent, Baidu, CTrip, Qunar, ByteDance etc. Spun off as TrendExpress (Series C, $25M).

Apr 2015 - Apr 2016
Head of Business Development, Day Seven (acquired by LIQVD ASIA)
- Led a team of 3-member sales team to originate and close complex multi-stakeholder digital transformation opportunities in Singapore and the region eg The Hour Glass, and exceeded $1.8M annual sales target.

Jun 2014 - Apr 2015
Client Success Manager and Product Expert, APAC, Synthesio (acquired by Ipsos)
- Go-between for engineers and sales while identifying strategic technologies, Asian data sources, and requirements for strategic new markets and industries in APAC.
- Led and managed complex social media listening and analytics projects for clients eg Nissan Japan.

Nov 2013 - May 2014
Business Development Manager, APAC, Skyscanner
- Negotiated, designed, and launched travel API implementations with major publishers and distributors eg The Jakarta Post Online (archived) with net add millions of unique visitors.

Nov 2008 - Jul 2013
Co-founder, JamiQ Private Limited
- Conceived, designed, built, fundraised, and go-to-market with the first multilingual social media analysis software Asian language natural language analysis. Launched a simplified OEM version with Singtel.
- Used in academic studies and spoke at over 20 conferences across Asia on social media analysis and dataviz.

Education	*Other work*
Bachelor of Accountancy,	Blockchain-based gifting (2018) - Website, coverage
Nanyang Technological University, 2009	Email-to-wiki Dokuwiki plugin (2021) - Github