



## ABOUT ME

Dynamic product and partnership manager with 5+ years of experience driving product growth, managing strategic partnerships, and leading cross-functional teams. Proven ability to execute go-to-market strategies, optimise product life cycles, and deliver measurable results across B2B and global markets. Adept at fostering user-centric discovery, key stakeholders communication, identifying growth opportunities, and executing data-driven initiatives across security tech, SaaS, e-commerce and adjacent industries.



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## WORK EXPERIENCE

### Product Partnership Manager

London, United Kingdom. Dec 2020 – present

Hikvision UK Limited.

- Managed product & distributor partnerships across 8 key accounts, contributing to over £25 million in annual revenue.
- Managed full alarm line product life-cycle & leading go-to-market strategy execution across selected Pan-EU region.
- Led online B2B training portal initiative. Digitised channel training during COVID with an 80%+ adoption rate in 6 months.
- Achieved 15% channel YoY revenue growth through key partnership opportunities discovery.
- Led stock and logistics optimisation, reducing customer rolling aged stock value by 80%.

### Intern Product Analyst

Hsinchu City, Taiwan. Aug 2018 – Aug 2019

Topunion Globaltek Inc.

- Managed stakeholder communication from user review gathering, supply chain communication, to product launch.
- Coordinated an 8-month, end-to-end hardware medical grade product development sold through 3 international markets.
- Led clinical testing engagement with external medical professionals and align product iteration with R&D team.
- Led market analysis reports with product strategy team presenting regularly to the management team.
- Organised product marketing at high-visibility event at Taipei International Medical Expo.

### Project Researcher

Taipei City, Taiwan. Jul 2018- Apr 2019

Ministry of Science and Technology.

- Led a national backed I/O Psychology research programme examining altruistic behaviours in the workplace across finance, medical and manufacturing industry.
- Designed and managed a multi-phase experiment: paper based survey with 350+ participants and < 5% drop out rate.
- Conducted advance quantitative analysis and data visualisation reporting to Ministry department and partner companies.

### Founder/ Product Operation Manager

Taipei City, Taiwan. Jul 2016- Apr 2017

Akachi (Start-up)

- Founded and co-led an e-commerce platform for DIY & handcraft communities and material suppliers.
- Oversaw product operations and product strategies that penetrated through 5 main art and architecture student markets.
- Designed and launched MVP, achieving 500+ active users with a 23% purchase retention rate.
- Developed relationships with 4 key suppliers, reducing opportunity loss by 60%.
- Conducted UX A/B testing and implemented logistics, payments, and platform features.

## NOTABLE PROJECTS

- Hikvision: Channel Training Portal**  
Revolutionised customer training behaviour with 80%+ adoption rate.
- Sky Glass: Accessibility Initiative**  
Lead user subtitle experience customer discovery and feature testing.
- FilmSlate: Online streaming on-boarding experience**  
Drive boutique streaming platform subscription conversion rate by 25%.
- Organisational Behaviour: Research**  
Conducted large scale work behaviour research with efficiency implication.

## LANGUAGE

Mandarin

Native

English

Fluent

## TECHNICAL SKILLS

· Miro · R · SPSS · MATLAB · Python · Asana  
· ClickUp · JIRA · ProdPad · Microsoft Office

## EDUCATION

King's College London

Product Management Career Accelerator

Distinction

2024 - 2024

King's College London

MSc International Management

Distinction

2019 - 2020

National Chengchi University

BSc Psychology

GPA 3.93

2015 - 2019

National Chengchi University

BBA International Business

GPA 3.93

2015 - 2019