

# CARLOS CHOU



☎ (650) 445-8930   @ carloschou628@gmail.com   🔗 www.linkedin.com/in/carloschou/  
📍 New York, New York

## SUMMARY

Successful enterprise technology executive, with management experience building high performance teams. Proven track record delivering sustained growth in the enterprise software and services industry. Strong entrepreneurial professional skilled in machine learning, artificial intelligence, blockchain and customer relationship management.

## SKILLS & ENDORSEMENTS

★ **Enterprise software (97); go-to-market strategy (88); leadership (81); SaaS (56) ...**  
on LinkedIn

## EXPERIENCE

### Founder, Executive Chairman

**CLZ Health** 📅 06/2016 - Ongoing 📍 Tokyo, Japan

- Launched medical tourism service platforms across China, Japan and the USA offering: cancer screening; genetic testing; and infertility treatment.
- Listed on ThinkBit exchange in August 2018.

🔗 www.clzhealth.com

### General Manager

**Workday** 📅 03/2015 - 03/2016 📍 Hong Kong

- Led SaaS enterprise software in Greater China, delivered 78% YoY booking growth.
- Target enterprise clients with talent management, process automation, financial planning and management.
- Delivered first Workday financials client in Asia.

🔗 www.workday.com

### Vice President, Asia Pacific Japan

**C3.ai** 📅 05/2014 - 02/2015 📍 Hong Kong

- Launched C3.ai's enterprise software and SaaS sales business in Asia Pacific.
- Drive process automation and continuous improvement using machine learning and artificial intelligence in energy sector.

🔗 c3.ai

### Vice President, Sales

**Hewlett Packard** 📅 05/2011 - 05/2014 📍 Palo Alto, CA

- Led global business solutions industry team, including: airline transportation; telecommunications; healthcare; and energy sectors.
- Managed team of 700+ sales professionals delivering \$3B + 10% YoY enterprise services growth in Asia Pacific.
- FY'12 \$2.6B (752 sales full time equivalents); FY'13 \$3.1B (687 sales FTE).
- Service segments including: Information technology outsourcing (ITO), business process outsourcing (BPO) and enterprise application management.

🔗 www.hpe.com

## MY LIFE PHILOSOPHY

*"There is nothing noble in being superior to your fellow man; true nobility is being superior to your former self."*

Ernest Hemingway

## MOST PROUD OF



### Inspiring and mentoring

teams to consistently meet and exceed personal goals and objectives.



### Persistence and loyalty

to stay the course, often against extreme odds and challenging circumstances.



### Continuously learning

new ways to improve and exceed self best.

## LANGUAGES

English	Native	●●●●●
Chinese	Native	●●●●●
Spanish	Proficient	●●●●●
Japanese	Intermediate	●●●●●

## EDUCATION

### MBA

**Duke University, Fuqua School of Business**

📅 2007 - 2008

### B.A. in Computer and Information Science

**University of California at Santa Cruz**

📅 1979 - 1984

## VOLUNTEERING

### Member, Board of Trustees

**The Franklin Institute**

📅 07/2005 - 10/2009 📍 Philadelphia, PA

## EXPERIENCE

### Senior Vice President

#### SAP

📅 08/2004 - 02/2011 📍 Palo Alto, CA

- Led Premier Customer Network (global top customer) unit in Asia Pacific delivering 35% YoY growth and \$225 million in annual license revenue.
- FY'07 \$78M (no incremental AE) ; FY'08 \$120M (13 PCN AE); FY'09 161M (18 PCN AE); FY'10 225M (25 PCN AE).
- Built ecosystem partner programs in North America and Asia Pacific delivering on 1X (100%) incremental license revenue pipeline lift from partners: FY'05 \$700M; FY'06 \$1B in North America; FY'07 \$400M; FY'08 \$500M; FY'09 \$650M; FY'10 80.
- Launched global SAP on Microsoft Office Duet application go-to-market.

[www.sap.com](http://www.sap.com)



### President, Asia Pacific Japan

#### Oracle - Siebel Systems

📅 06/1994 - 08/2004 📍 San Mateo, CA

- Delivered consecutive years of revenue, market share, and profit growth during period of contraction in the enterprise applications space.
- FY'02 \$168M (208 FTE); FY'03 \$203M (252 FTE); FY'04 target \$220M (268 FTE).
- Led IBM global strategic alliance and IBM internal CRM deployment: \$108M initial deal in FY'2000; total contract value \$500M through FY'03.
- Led Oracle Customer Relationship Management global sales to 100% YoY growth and \$200+ million annual license revenue.
- ~\$89M FY'98 (no incremental AE); \$202M FY'99 (25 global CRM AE).
- Applications Sales Director: \$25M FY 96 (20 product sales representatives); \$36M FY'97 (26 PSR).
- Awarded product sales representative (rookie) of year in west region FY'95.

[www.oracle.com](http://www.oracle.com)



## INDUSTRY EXPERTISE

#### Cloud computing



#### Business intelligence



#### Customer experience



#### Strategic alliances

