

## Profile of William Ho



*This training is very specific. After 3 days of training, I find out the solutions to solve the problems.*

----- Sales Manager, Goodman Fielder International

### About William

Mr. Ho is a senior veteran in the business world. After graduation in 1984, he started as junior staff and worked his way through the very complex corporate network, becoming middle manager and to reach the top management level; overseeing not only the daily operation but the intermediate and long term direction of a company: analyzing the external and internal environment; creating vision and mission, executing the strategy and taking full responsibilities for the end-result. He has also helped to attract and confirm investors to set up overseas companies; and was involved in a few merger and acquisitions throughout his career.

From small and medium size companies to multinational organization in both Toronto and Hong Kong, Mr. Ho has been weathering several storms throughout this period. He has gained the precious experience to understand how businesses survive and extinct through good and bad time.

Mr. Ho is keen to help and coach companies to explore their own potential, understand their core competence, and ride through the adversity of the economy. He is especially interested in situation where companies have to deal with constant changes, new market developments, multicultural environments, fierce competitors, and leadership development, particularly in sales.

### William Ho

Executive Coach & Trainer

Based in:  
Hong Kong

### Credentials

- Executive MBA – University of South Illinois, U.S.A.
- Bachelor of Science in Computing – University of Alberta, Canada
- Member of the Knowledge Management Development Centre
- Former Marketing Manager, HK Telecom
- Former General Manager, HKNet
- Former Vice President, Tiny Computer
- Former Director of Sales, APAC, VeriSign

### Expertise / Services Provided

- Executive Coaching for Senior Managers
- “Stop Selling!” Seminars & Workshops
- Sales Leadership Seminars & Workshops

### Assessments/ Tools

- Harrison Assessments
- Various 360 Degree Assessments

### Corporate Experience

- 20+ years corporate experience including positions as Director, GM, and VP of Sales & Marketing in APAC and Canada

### International Exposure

- Canadian Citizen and Hong Kong Resident
- Work-related travel to over 10 countries

### Languages

- Services offered in: English, Cantonese & Mandarin

### Selection of Clients

- |                         |                         |
|-------------------------|-------------------------|
| Executive Coaching      | Seminars / Workshops    |
| • Bayer MaterialScience | • Goodman Fielder       |
| • OKIA                  | • Bayer MaterialScience |
| • CTM, Macau            | • OKIA                  |
|                         | • City University, HK   |

Please call us if you are looking for an innovative training and coaching partner who is passionate about your results and satisfaction. Together, let's explore if any of our coaches & trainers could be a good match for you.

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- Tokyo: +81-3-3288 9531
- Bangkok: +66-800 646 376
- Shanghai: +86-21 6279 0969
- Singapore: +65-6584 0654