

Peter LOH Hoe Kwong



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Executive Summary

Currently a freelance trainer and consultant focusing on Consultative Training in driving disruptive IoT trends for supply chain and logistics management. Have developed and launched a 1-day workshop on the *Sustainability Impact on Business*, to educate businesses on the Climate Change and Sustainability challenges faced.

Currently working on skills development training targeting the *Future or Work* – critical skills needed for the future digitalised workplace. Have used the profiling assessment tool on MySkillsFuture website to help students understand their learning needs with relevance to their career interests and skills confidence.

Conducted seminar talks on IoT and Big Data for corporate clients such as PSA, Citibank, and NLB. Also IoT and Big Data workshops for MIS (Marketing Institute of Singapore) for working professionals.

Adjunct lecturer at Singapore Institute of Technology (SIT). Subjects include Organisation & Management, and mentoring projects. Developed 1-day workshop (VAP – value-added programme), IoT & Big Data, for the students with 5 runs from 2016 to 2018.

- *Temasek Polytechnic*: Adjunct lecturer for the modules Supply Chain & Technology (SCMT), Procurement & Materials Management, and Business Analytics under the School of Business, including the SGUS programme and supervisor for Industry Attachment Project.
- *SIT*: Adjunct lecturer who developed the Organisation & Management module, and Economics for various programmes at the different poly campuses. No longer teaching the full-time students. Co-developed a 2-day workshop programme – Blockchain Applications for Supply Chain Management.
- *Singapore Logistics Association (SLA)*: launched the Big Data & IoT Future Trend for SCM, and Cost Analysis for SCM workshop programs. Associate lecturer for the digital marketing management module for the management programme. Focus on e-commerce platform solution, “urban logistics”, and “sustainability”.
- *Associate trainer at Logismills* – specialised at activity-based training using games and customised activities for soft-skill training. E.g. Jurassic Jumble for goal setting, Descripto for effective communication.
- *Associate trainer at Litan Academy*: Technopreneurship - Product & Social Media Marketing, mentoring working professionals on their projects – business proposal, go-to-market plan, financials and key metrics, e-commerce platform solution.
 - Mentor for the Edupreneurship bootcamp where working professional participants want to start-up new business in the education market including online e-learning.
- *Associate trainer at MIS (Marketing Institute of Singapore)* – launched Intro to IoT & Big Data Applications to Improve Business Decisions workshop with 4 participants from Daimler receiving positive feedback.
- *iBusinessDynamics* – conducted seminar workshop for ASEAN delegates on IoT and digital technologies, where many delegates showed interests on start-up ecosystem, supply chain and logistics support for e-commerce.
- **ACTA** certified trainer (Jun-Sep 2014)

- WSQ courses (*SSA since Feb-2015*) – Employability, Motivational Workshop, Apply Quality System, Problem Solving & Decision Making, and other soft-skill courses.
- Non-WSQ courses (*SSA*) – basic introductory courses for the use of smartphone and computers. Understand the basic functions and features of Google apps like Drive, Dropbox and LinkedIn.
- *Asia-Leap*: WDA Career & Learning Series - *Learning to Collaborate Virtually at Work*, e.g. applications include LinkedIn and Dropbox.
- *Republic Polytechnic* (Associate Lecturer), applying PBL (problem based learning) pedagogy for the following courses – Sports & Event Marketing, Sports Administration.

Career Highlights

More than 20 years of working experience covering various functions including marketing and supply chain management, and spanning across different industries – electronics, telecommunication, automotive, oil & gas.

Achievements –

- *Motorola* – supply chain and logistics project in which the Inbound (materials) hub was consolidated in Asia, and the workflow processes were redesigned with *VMI* (vendor managed inventory) to achieve *JIT* and *lean* management goals. A well designed and executed supplier management strategy would reduce the need for inventory management.
- *Shell* – projects involving ocean freight, land transportation, marketing services and retail outlet management. Retail outlet management – applying supplier management including *VMI*, as well as *JIT* and *lean* concepts to optimise inventory and sales turnover.

Target Areas:

Business management coaching & training –

- Marketing - market, business & competitive intelligence; market research & analysis; consumer behaviours.
- Strategic management
- Organizational behaviours
- Management / Business information system
- Supply chain management

Fundamental concepts and models – E.g. Porter's 5-Forces, SWOT, PESTL, McKinsey 7S, Maslow's hierarchy of needs.

Coaching & mentoring for projects and assignments – provide coaching in research, analysis, and applications of concepts

- Group / individual projects
- Assignments – including case studies and research papers

Education:

MBA (Masters in Business Administration) - *High Honours* from Indiana University at South Bend
Focus areas in Marketing & Research – Economic Research Project, Marketing Research, Management of Promotion

Achievement – Formulate a forecasting model using a hybrid of time-series and econometric techniques to forecast the US\$ and S\$ exchange rate.

Bachelor of Science *with Honours* in Computer Engineering from Florida Institute of Technology

CAREER HISTORY

Temasek Polytechnic	Apr2020 – Present
Singapore Logistics Association	Jan2016 – Present
SSA Consulting	Feb2015 – Present
Lithan Academy	Sep2014 – Dec2017
Singapore Institute of Technology	Apr2014 – Dec-2019
Logicmills	Mar2013 – Dec2018

Marketing Institute of Singapore	Mar2013 – Dec2015
Hewlett-Packard Singapore (Pte) Ltd	May2011 – Nov2012
ABI Research	Mar – Apr 2011
Republic Polytechnic (part-time)	Nov 2010 – Feb2012
Shell Eastern Petroleum Pte Ltd	Sep 2008 – Oct 2010
Motorola Electronics Pte Ltd	May 2002 – Aug 2008
StarHub Pte Ltd	Apr 2000 – Nov 2001
Delphi Automotive Systems	Jul 1996 - Mar 2000
Motorola Electronics Pte Ltd	Jul 1994 - Jun 1996
Hewlett-Packard Singapore Pte Ltd	Feb 1990 - Jun 1992