

# Biography



**Ng Tian Beng**  
**Senior Vice President & General Manager**  
**Channel, Asia Pacific Japan**  
**Dell Technologies**

## Executive Bio

As Dell's Senior Vice President and General Manager for Asia Pacific Japan, Tian Beng is tasked with overseeing the company's overall channel business in the region. He has responsibility for Dell Technologies' business across the end to end portfolio with all channel partners. These partners include distributors, resellers, system integrators, service providers, etc.

Tian Beng joined Dell in 1998 and has held several senior management roles since that time. He most recently held the role of Senior Vice President & Managing Director, South Asia and Korea, where he was responsible for Dell's business for both commercial and consumer customers in the region.

His past roles include being the General Manager for Singapore and Brunei, and also as the Director of Dell's Global Accounts business with responsibility for Dell's largest global customers throughout Asia-Pacific and Japan. He has also served as Enterprise Director for South Asia where he was responsible for Dell's server, storage and networking lines of business.

He joined Dell after having worked for Sony Electronics Devices where he was responsible for sales of computer peripherals to OEMs and distribution channels in Asia Pacific and the Middle East.

Tian Beng is concurrently the site leader for the Dell Singapore operations since 2012. In this capacity, he leads overall site activities across all Singapore based functions for the company which includes worldwide procurement, global supply chain, design center, etc.

He plays an active leadership role in the Singapore IT community and has served in various leadership roles with SGTech, formerly known as Singapore Infocomm Federation (SiTF) since 2007.

Tian Beng has a degree in Marketing from Santa Clara University in the United States and an MBA from University of Western Australia.