



# **TAN THIAM HOCK, ANTHONY**

Head Merger & Acquisition, Asia  
Pacific, Middle East & Africa Region  
**KONE Pte Ltd**

## **PROFILE**

More than 20+ years management experience in diverse industries covering regional business development, sales and marketing, operations, major project management and service & maintenance.

Currently, overall responsible for KONE's Merger and Acquisition for Asia Pacific, Middle East and Africa Region.

Personal strengths, skills and competencies in the following areas: -

**Building a Vision:** Understands strategy and turns it into clear goals for own area of responsibility, creates a real sense of purpose and commitment to implement the strategy.

**Driving Performance:** Clearly communicates the team's direction. Sets clear and challenging objectives and priorities and holds people accountable.

**Customer's Perspective:** Takes customer's perspective and focuses on those activities which are critical to customer satisfaction.

## **WORK EXPERIENCE**

### **KONE Private Limited, Head Mergers & Acquisitions From Apr 2022 to current**

Develop and execute the evaluation, financial, and operational strategy for M&A and divestitures projects. Evaluate deal rationale, financial projections, risks assessment and financial implications. Duties encompass the entire merger and acquisition life-cycle with a strong mix of operational and strategic aspects across customer relationship, finance, legal & contractual, operations and organizational change. Oversee due diligence, financial planning, scoping, negotiations, closing and integration.

### **KONE Public Company Limited, Thailand Managing Director: From Apr 2017 to Mar 2022**

Full P/L responsibility. Accountability for the overall management, strategy and leadership for the country level to extract most value from the market. Lead the team to achieve the strategic, operational and financial targets. Responsible for Distribution Business in Cambodia, Myanmar and Laos.

### **KONE Private Limited, Singapore Managing Director: From Apr 2012 to Mar 2017**

Full P/L responsibility. Accountability for the overall management, strategy and leadership for the country level to extract most value from the market. Lead the team to achieve the strategic, operational and financial targets. Responsible for Marine Business supporting the region.

### **Impact and Influencing:**

Communicates with confidence and clarity, identifies and breaks down barriers to open communication

### **Collaboration and Inclusion:**

Builds and maintains strong relationships and networks to achieve wider goals. Treats others with dignity and respect, shares information widely.

**Driving Change:** Actively promotes and drives implementation of changes in his/her area of responsibility, builds enthusiasm for change.

**Developing Talents:** Develops and retains talent to ensure the long-term success of the company. Provides timely and constructive feedback, empowers and gets the best out of others.

## **QUALIFICATIONS**

Diploma in EEE  
Bachelor of Business Administration  
Chartered Institute of Marketing  
Training Development Course  
Lean Six Sigma (Green Belt-ongoing)

## **MEMBERSHIP**

Finnish Business Council  
(2012 – 2017)  
Thai-Finnish Chamber of Commerce  
(2017 – 2022)

## **CONTACT**

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## **WORK EXPERIENCE .... CONTINUE...**

### **PARKER HANNIFIN Singapore Private Limited**

**Country Operations Manager: From Sep 11 to Mar 12**

**Business Unit Manager (ASEAN Region): From Jul 09 to Aug 11**

**Senior Regional Manager (ASEAN): From Jan08 to Jun 09**

Responsible for the P&L of the Singapore Operations segmented by the 7 major product divisions, focusing on Oil & Gas, Electronics & Semiconductors, Life Sciences, Food and Beverage, Process Industries and Military & Defense.

Provide the leadership for overall business operations in Singapore by coordinating the cross-functional activities. Set-up 1<sup>st</sup> Marine Service Center in ASEAN Region; Breadman Services and Kanban for OEMs in Semicon.

### **WATLOW Singapore Private Limited**

**Regional Sales Director (ASEAN + Indian Continents & Australasia): From Jun 2006 to Jan 2008**

Responsible for the leading and managing the OEM, Distribution and Process Systems business in the region under the Singapore HQ with direct sales offices in Singapore, Kuala Lumpur and Penang in Malaysia and Melbourne in Australia. The other countries are served through a network of distributors, system integrators and sales agents.

### **SIEMENS Private Limited, Automation & Drives (Process Instrumentation)**

**Regional Director from Mar1999 to May 2006**

Responsible for the setting-up of the Centre-of Competence (CoC) for Siemens Process Instrumentation and Analytics covering Business Development, Sales, Marketing, Technical and Service Support. In Oct 2003, the CoC was upgraded to RHQ status overseeing the ASEAN Region and Taiwan.

### **FOXBORO FE Private Limited, Field Measurement & Controls Sales Manager From: Dec 1994 to Mar 1999**

Responsible for achieving the overall departmental Sales.

Direct selling of the entire product offering focusing on experience and application know-how, measurement integration with the Foxboro I/A System and total solution package.

Actively worked with our Subsidiaries (China, Korea, India and Japan), Regional Joint Venture Offices (Malaysia, Indonesia and Thailand), International Representatives (Philippines, Brunei, Taiwan, Pakistan, Sri Lanka, Bangladesh, Vietnam and Myanmar) to achieve our Far East Sales Target.