



Lester Huang

Head of Southern China at Dun & Bradstreet
MBA, University of Southampton

London, UK

[View profile on Dweet](#)

Links

[LinkedIn](#)

About

- * Fifteen years at Dun & Bradstreet China, with more than ten years' experience of management in sales, marketing, products, customer experience and human resources
- * Winner of Dun & Bradstreet's highest global award - 'The Winner's Circle' - as top performer of the year
- * The youngest of 16 members in the core management team
- * Excellent leadership, team management and market management skills
- * Strong ability to drive and influence results
- * Recognized for project management and resource coordination, including the setup and growth of a new key office location and creation of innovative industry products
- * Agile, responsive and creative
- * Outside of work, keen interest in sporting pursuits & achievement including football and tennis

BRANDS WORKED WITH

Dun & Bradstreet China

Experience

- **Head of Southern China**
Dun & Bradstreet China | Jun 2011 - Dec 2019
 - * Lead and manage sales teams to achieve annual Sales & Revenue target
 - * Market strategy planning & marketing promotion in 8 markets/provinces in Southern China
 - * Build up the process and engage resources to enhance customer experience
 - * Product management, profit & cost management
 - * Strategy planning on Human Resources and team efficiency
 - * Relationship management with government, associations and partners
- **Sales Manager**
Dun & Bradstreet China | Jul 2009 - May 2011
 - * Lead and manage sales teams to achieve annual Sales & Revenue target
 - * Strategy account development
 - * Coordinate resources to enhance customer experience
 - * Market strategy planning & marketing promotion
 - * Key talent development
- **Sales Executive**
Dun & Bradstreet China | Jul 2004 - Sep 2009
 - * Marketing promotion and new customer acquisition
 - * Existing customer renewal
 - * Usage and satisfaction management

Education & Training

- 2021 - 2022 ● **University of Southampton**
Master's degree,
- 1999 - 2003 ● **Guangdong University of Finance & Economics**
Bachelor's degree,