

# Jaxon KANG

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## PROFESSIONAL SUMMARY

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Enterprise AI Sales Engineer with 3+ years at IBM driving end-to-end technical sales across Singapore. Specializes in Agentic AI, AI Governance, and Developer Productivity and Enterprise Planning solutions. Consistent quota overachiever with a track record of territory-first SaaS deal wins, bringing together technical depth across solution architecture, POC delivery, and BOM preparation with full commercial ownership from outbound prospecting to deal closure. Experienced in channel-led and ecosystem-driven GTM motions, collaborating closely with Business Partners, System Integrators, sales, and engineering teams to drive enterprise AI adoption and deliver strong client outcomes.

## WORK EXPERIENCE

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### IBM Technology

Jan 2026 – Present

*AI Sales Engineer (Brand Technical Sales Specialist) | Singapore*

- Run the full commercial and technical sales cycle across Singapore, from outbound prospecting via SalesLoft, Salesforce, Lusha, and ZoomInfo through to self-run demos, solution design, and deal closure, covering watsonx Orchestrate, IBM Bob, watsonx.governance, and Planning Analytics.
- Lead technical qualification, solution architecture, and POC delivery on active opportunities, working closely with IBM product SMEs and client engineering to ensure best-practice solution design and stronger client outcomes.
- Drive pipeline generation and partner activation through client-facing events, industry workshops, and targeted outreach in Singapore.

### IBM Technology

Jan 2025 – Dec 2025

*AI Sales Engineer (Partner Technical Specialist, AI/MLOps + AI Assistant) | Singapore*

- Closed Singapore's first-ever watsonx Orchestrate and watsonx Code Assistant SaaS deals, establishing the territory's commercial foundation for AI-native SaaS and creating repeatable deal motions for both products.
- Executed deals across multiple GTM structures: resell, co-sell, and IBM Build, with IBM Build engagements embedding watsonx directly into partner platforms and product ecosystems.
- Led end-to-end partner technical sales across 10+ Business Partners and SIs, including RFP responses, technical enablement on watsonx and AI/MLOps solutions, and executive-level client events that generated pipeline and activated partners to sell.

### IBM Technology

Jan 2024 – Dec 2024

*AI Sales Engineer (Partner Technical Specialist, AI Applications) | Singapore*

- Overachieved SaaS quota at 513% and overall quota at 117%; closed Singapore's first watsonx.ai GenAI SaaS deal and led Planning Analytics SaaS migrations from on-premises to cloud subscription for enterprise clients.
- Led technical solutioning and use-case mapping for POCs in collaboration with IBM client engineering; independently prepared Bills of Materials (BOM) with SME validation and supported commercial discussions on licensing and subscription structuring based on project scope.
- Initiated structured Business Partner engagement: co-developed joint GTM packages, ran product-team-led customer events, and delivered technical enablement on watsonx and Planning Analytics to build partner-led pipeline.

### IBM Technology

Oct 2022 – Dec 2023

*AI Sales Engineer (Partner Technical Specialist, Data Science & Governance) | Singapore*

- Overachieved software quota at 115% across IBM Cloud Pak for Data, Manta Data Lineage, data replication, and AI governance solutions.
- Closed a Singapore public sector deal covering data replication and integration across a hybrid-cloud environment, owning the full cycle from POC through to commercial close.
- Delivered a technical enablement workshop for a Business Partner on IBM Knowledge Catalog, equipping the partner team to position and demonstrate data governance capabilities on an active public sector engagement.

### CapitalLand Limited

Jan 2021 – Jun 2021

*Business Analyst Intern, Internal Audit*

- Built an end-to-end BI solution integrating multiple source systems into interactive dashboards, delivering real-time audit KPI visibility across regional subsidiaries.
- Automated IT compliance validation using Python, reducing manual effort in security controls enforcement and accelerating audit cycle completion.

## Republic of Singapore Navy

Dec 2016 – Aug 2018

*Naval Warfare System Specialist (3rd Sergeant) | RSS Supreme Frigate*

- Managed weapon systems and led ship duties during multilateral naval exercises; developed operational discipline and leadership under pressure.

## COMMUNITY & MENTORSHIP

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Mentored tertiary student capstone projects on applied AI (demand forecasting, AI agent development); delivered introductory AI workshops for underserved youth as part of IBM community engagement initiatives.

## EDUCATION

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### Singapore University of Social Sciences

2018 – 2022

*Bachelor of Science in Business Analytics | Minor in Financial Technology | Second Upper Honours*

Relevant coursework: Machine Learning, Predictive Analytics, Natural Language Processing (NLP), Natural Language Understanding (NLU), Data Visualisation, Business Intelligence, Financial Modelling, Database Management, Applied Statistics.

FinTech minor covered: Digital Payments, Blockchain and Distributed Ledger Technology, RegTech and Compliance Automation, and Financial Data Analytics.

Certifications completed during studies: Financial Modelling, Python, R, SQL.

International programmes: Vancouver Summer Program (Big Data and New Technologies in Cities), University of British Columbia (2019); SUSS x Alibaba Business School Industry Based Study Program (Alibaba Global Course Series: Digital Experience Program), Hangzhou (2020).

### Hangzhou International School

2012 – 2016

*International Baccalaureate (IB) Diploma | American High School Diploma | Hangzhou, China*

## SKILLS

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**AI Platforms:** watsonx.ai, watsonx Orchestrate, IBM Bob / watsonx Code Assistant, watsonx.governance, watsonx.data, IBM Cloud Pak for Data

**Analytics & Dev:** IBM Planning Analytics / TM1, IBM Cognos Analytics, Python, R, SQL, Tableau, Power BI

**Pre-Sales & GTM:** Solution architecture, POC delivery, BOM preparation, RFP writing, partner enablement, competitive positioning, Salesforce, Salesloft, Lusha, ZoomInfo, LinkedIn Sales Navigator

**Languages:** English (Native), Mandarin (Fluent), French (Intermediate)