

AU YANG SIAN

Director, Regional Head of Operations Planning | Adjunct Faculty | Senior Adjunct Lecturer

PROFILE

Seasoned Supply Chain leader with an more than 20-year track record of delivering significant results in the industry. My approach is deeply rooted in business acumen and a multidisciplinary perspective. I have navigated some of the most challenging operational environments, notably after the Fukushima nuclear outbreak, where I played a crucial role in supplying potassium iodide to various nations. Additionally, I spearheaded efforts to provide essential components for ventilators at the onset of the COVID-19 pandemic. My expertise encompasses managing factories and suppliers across China and India. As the P&L owner for two local M&A companies, I honed my strategic skills and led transformative initiatives. In the APAC region, I served as a Coach for Sales and Operations Planning (S&OP), demand forecasting, and inventory management. I undertook the challenge of building relationships with major distributors and 3PL providers from the ground up, enhancing service levels in target markets. I am recognized for my innovative mindset, driving global initiatives such as cost-down strategies through change management, process optimization, and planning redesign for factories worldwide.



**Global
MBA
(Merit)**



**MSc.
Environmental &
Sustainability
mgmt**



**L.L.M. Int Business
Law (Merit);
Executive Doctorate
Candidate**



MSc. Logistics

Specialties: Business Development, Sales & Operations Planning, Key Account Management, Strategic Partnerships, Solution selling, Healthcare, Pharmaceuticals, Medical Devices, FMCG, Precision engineering, Distributor management, 3PL management, Sales demand forecasting, Production planning, Operations excellence, Business Education, Adjunct Professor, Coaching

EXPERIENCE

1. **Director, Regional Head of Operations Planning, Zuellig Pharma, Jan 2021 - Present**
2. **Director Supply Chain and Procurement, IMI Precision Engineering, May 2018 – Jan 2021**

3. Supply Chain Director (SEA), Ferrero, Jan 2016 – May 2018
4. Senior Manager Strategic Planning and Deployment (APAC), Baxter Healthcare, Aug 2013 – Jan 2016
5. Senior Manager Strategic Procurement & Commercial Supply Chain (APAC), HOYA Surgical Optics, Jan 2013 – Jul 2013
6. General Manager for Nutracare and Shenton Pharmacy | Group Manager Medical Supply Chain, International SOS Pte Ltd, Sep 2011 – Jan 2013
7. Head of Operations, CIBA VISION (Singapore) Pte Ltd, Mar 2007 – Sep 2011
8. Assistant Operations Manager, Bausch & Lomb Singapore Pte Ltd, Jan 2004 – Mar 2007
9. Supply Chain Executive, SONY Display Device (Singapore) Pte Ltd, 2000 – 2004

Other Certifications



Negotiation Mastery; Disruptive Strategy



Physiology



Applied Business Analytics



Business Continuity Management Implementer