

## Industry Networking Event: Technology

### Panel Speaker Bios

April 08, 2013, 6:30 p.m. – 7:30p.m.

#### **Simon Kahn, Chief Marketing Officer, Asia Pacific, Google**

Previously, Simon worked at American Express for thirteen years including serving as Country Manager for Singapore from 2008 to 2011. Prior to joining American Express, Simon was Executive Director of Youth Venture, a non-profit organization based in Washington, D.C. that works with young people to develop and run their own businesses and organizations. Simon worked in national politics and government for four years before joining Youth Venture including working in the White House Liaison office in the Department of State.

He holds a BA in Asian Studies from Swarthmore College and a Masters in Chinese Studies and MBA from the University of Michigan. Simon is married with 3 young sons.

#### **Pieter Kemps '11, Principal, Business Development & Venture Capital, Asia, Amazon**

Pieter is responsible for establishing and managing Amazon's relations with the Venture Capital community in Asia. He helps VC firms to create value in their portfolio companies by leveraging Amazon Web Services and works with the fast growing startups to better develop, market, and monetize their offerings. In addition, he coaches Amazon's startup customers that seek funding, connects them with VC's, and identifies investment opportunities for Amazon in Asia.

Pieter has a background in product development, strategy, business development, and deal structuring. With over 12 years' experience in blue chip technology companies, he has specialized in commercialization of new technologies, product ideation and incubation, and setting up new operations. He has been in Asia for over 7 years and has an MBA from University of Chicago Booth School of Business (High Honors).

#### **Alexis Horowitz-Burdick, Founder/CEO, Luxola.com**

Alexis founded Luxola.com in May 2011 in an effort to partner both with brands and customers to bring the best beauty products in the world to SEA through an easy and fun online shopping platform. Prior to Luxola.com Alexis founded The Sweet Spot Pte. Ltd, a high-end group buying site geared towards the South East Asian market (acquired by JigoCity July 2011). Founding team member of Frontier Strategy Group, a Washington D.C. based market research and consulting firm, responsible for starting and building their Asia operations (backed by Spark Capital). M.A. Political Science from San Francisco State University and B.A. Political Science from California State University San Marcos.

#### **Steve Stine, Principal, Heidrick & Struggles**

Steve Stine has lived and worked in Asia for the past two decades. Beginning in 1990, Steve served as Hong Kong correspondent for the Asian Wall Street Journal, before becoming a telecommunications and

media analyst and consultant, with Paul Kagan Associates and PricewaterhouseCoopers, respectively. In 1998, he was appointed to IBM as Asia Pacific e-business marketing manager, before leaving in 2000 to establish Asia Ventures International, a strategic consulting and services group specializing in new business start-ups and strategic consulting services. Since that time, Steve has worked with some of the region's top executives, identifying, planning and launching new business initiatives, sales strategies and operational programs, designed primarily to reinvigorate profitability.

In January 2008, he joined the global executive recruitment and leadership consulting firm, Heidrick & Struggles, in order to build out two service areas in Asia; one in Digital Media & Entertainment, and the other, in the rapidly emerging field of Renewable Energy & Clean Technology. He later evolved to become a key member of the firm's Global Technology & Services (GTS) practice and has developed a specific expertise in Cloud computing, where he serves as sub-practice head for the Asia Pacific Region.

In addition to counting among his clients some of the world's largest technology, software and professional services organizations, Steve has created a rather unique market position in the region, by working with a range of venture capital and private equity firms bent on bringing their fast-growing portfolio companies into the region. For these young companies with unique business models and/or technologies, he has successfully identified and delivered management teams distinctively equipped to drive growth in the highly competitive and dynamic Asia marketplace.

Prior to moving to Asia, Steve received his Masters degree in China Studies and Economics from The Johns Hopkins University School of Advanced International Studies in Washington, D.C. Steve is a published children's book author and has recently received a second Masters degree in Mythological Studies from the Pacifica Graduate Institute in the U.S.

### **Alan Tien, Head of Global Cross Border Trade, PayPal**

As Head of Global Cross Border Trade (CBT), Alan Tien leads and drives the strategy, programs and partnerships to expand PayPal's business of connecting millions of consumers and merchants located in different countries to shop and sell overseas with a faster, more secure payment method. As a global payment platform available in 190 markets and supporting up to 25 currencies, PayPal's CBT business already represent 25% of PayPal's global payment volume. CBT is a significant growth opportunity for PayPal and is a key pillar of eBay Inc's Connected Commerce vision to create more opportunity together all over the world.

In his previous role, Alan was the General Manager of PayPal China which provided him with an in-depth understanding of accelerating the growth of PayPal's cross border trade business enabling Chinese merchants to sell to the global marketplace. This helped him grow PayPal revenues by 500% during his 5-year tenure, while he built a direct sales team of 300 agents in six cities in China. He also introduced numerous innovations in the CBT business, managed daily operations including marketing and sales, and firmly established the PayPal brand and community of users in China.

Alan is an Internet industry veteran with over 10 years' experience in multiple management positions. Before returning to PayPal as the head of its China business, he served as the General Manager of China for Geni.com, a privately-owned social networking site company. Alan has worked in various roles at PayPal in China and in the USA. As the PayPal China Country Product Manager, he led the product management

team and launched the PayPal China site in 2005. Before his relocation to China, he served as Senior Product Manager in San Jose, California where he delivered PayPal Web Services from idea conception to product launch.

Before entering the Internet industry, Alan spent over 8 years in business and IT consulting as a Director at WESTT Consulting where he developed an e-commerce strategy for Hewlett-Packard's International Procurement Organization, and consulted for many other clients like GM Shanghai, Fresh Express, Smuckers and Connor Peripherals. He started his career with Accenture as a Senior Consultant of Technology Integration Services and designed the technical architecture for Pacific Bell's Inventory Logistics project, where the \$15 million inventory tracking system won the USA Today Quality award.

Alan received his BS degree in Electrical Engineering from Stanford University.