

John Mathai

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Career Summary

Extensive experience across **Business & Market Development, Sales & Account Management**, in APAC, specializing in solutions for trade, energy, commodities and transportation markets combined with a strong background in industry & company research.

Professional Highlights

- Led multiple roles across verticals, developing new products & markets over last twenty-three years with leading data, news and information service providers.
- Managed a book of business worth \$28 million, for the last two years, engaged in defending it, while also developing new product propositions to grow market share.
- Drove engagements on solutions like data warehousing with energy majors that fed applications around AI, machine learning and big-data analytics and closing two significant contracts in the region, -- among the first such deals done globally.
- Spearheaded some of the biggest deal closures in the region as a market specialist like a \$300 million per annum sale to regional oil major.
- Consistently exceeded annual revenue targets as sales-person, typically bringing in business of over one million USD each year.
- Developed market partnerships including presenting at significant industry events, collaborating with associations, exchanges and regulators, to raise product profile and grow business.

Workflow Solutions

- Corporations (Treasury, IR, Procurement)
- Energy & Commodities
- Solution Sales (Desktop and Enterprise)
- E-trading. Messaging, Building Community
- Business Development
- Research & Analysis
- Transportation (Shipping & Airlines)
- Market Partnerships

Professional Experience

IHS Markit, Singapore

Jan 2020 – Oct 2020

Director, Industry Solutions Asia Pacific, Maritime & Trade

Leading subject market experts and developing new markets around shipping and trade solutions.

- Developed a dashboard tracking trade in COVID medical supplies
- Whitespace of financial and commodity accounts to support sales
- Prospecting and sales discussions with new clients around enterprise data delivery.

Refinitiv, Singapore

Sep 2017- Oct 2019

Market Development Manager, Corporates and Supply Chain, Oil/Energy, Asia

Led go-to-market strategy and business development for oil and energy markets in Asia, including driving new initiatives around LNG, weather, Jetfuel RFQs, Oil swap Auctions, and big data solutions

- Expanded business and opened up new revenue streams beyond desktops by working with clients and partners in Energy markets around market leading propositions like data lakes, using unstructured datasets – intelligent tagging, machine-readable news, sentiment analysis and data fusion
- Closed two major deals and created a pipeline of five more to be closed by year-end.
- Drove ideation, thought leadership, webcasts, spoke at most major industry conferences, which helped build both the brand and pipeline.
- Fostered collaborations with frontline by conducting product and market positioning training workshops with marketing, news, proposition teams to drive customer engagement and retention.

Zoom Markets, Singapore

Feb 2017 to Sep 2017

Managing Partner, Asia

Established a stage1, FinTech startup, www.zoommarkets.com, in Asia, providing institutional level analytical tools for the capital markets at a fraction of the cost compared to current offerings.

- Managed both product and business development, including networking with FinTech community in Singapore
- Market Engagements include: chairperson at World Low-Cost Airlines track and World LCC (Routes & Region section) including a moderating panel on “India: The new flight path.”, Moderated two different panel discussions for Shell’s customers and media as part of its Make the Future outreach in Singapore. Invited to share with Scorpio Marine commercial team in Mumbai on the likely impact of the shift to low-sulfur fuel in 2020 for shipping.

Bloomberg L.P.

May 1997 to Jan 2017

Bloomberg Intelligence, Singapore

Oct 2014 to Jan 2017

Transportation and Logistics Analyst, Asia

Bloomberg Intelligence is a real-time, interactive industry research platform available on the Bloomberg Professional service. Analyst covering Transportation markets, as it was being set-up in Asia as the first employee based in Singapore.

Industry Research

- Initiated coverage on research based content on shipping – dry bulk, tanker, liner markets
- Generated industry outlooks, key themes, freight rates, supply chain logistics, port and trade, vessel sale and purchase, scrapping trends, regulations, fuel changes, supply shifts of raw- materials and resources on shipping demand among others
- Started coverage of Asia Pacific airlines traffic, capacity demand trends, passenger and air-cargo yields, country tourism indicators, year ahead/mid-year outlook.

Company Research

- Established regular company management visits and analyst calls to glean insights into industry drivers and profitability in advance.
- Initiated and maintained new company primers on: Singapore-listed: NOL (CMA CGM), Singapore Airlines, HK based: Pacific Basin, Orient Overseas, Cathay Pacific, Japan-based: K-Line, MOL, NYK, India: Great Eastern Shipping, Malaysia-listed: Bumi Armada, MISC, establishing contacts and insights with management in key markets.

Research Promotion & Business Development

- Conducted client meetings, conference calls with hedge funds, banks, corporates to drive readership and help with account stickiness.
- Supported sales teams as subject market expert to sell into transportation markets through demos helping drive sales, build pipeline
- Acted as escalated support for help-desk for client queries to mitigate removals.
- Presented year ahead and mid-year outlooks with 150+ attendees.
- Initiated webcasts, round-tables with clients to drive branding and stickiness.
- Collaborated with Clarkson and managed the BI-Clarkson Dry Bulk and Commodities Seminar, which evolved into the marquee industry event in Singapore & HK.

Senior Market & Product Specialist, Singapore
Energy, Commodities and Shipping, Asia

Jan 2006 to Sep 2014

Managed the co-ordination of the entire eco-system of maintaining a resources product for Asia-Pac including sales, business planning, news, content gathering, marketing and customer service. Gained valuable expertise in sales and product development to diverse resource markets, including oil, coal, metals and mining, agriculture, shipping, weather and utilities.

Travelled extensively within Asia-Pacific, met significant players in the energy and commodity space including coal producers, plantations, refineries, consumers, utilities and shipping industry professionals providing thought leadership and sales support to sell into these segments.

Product Development

- Acted as the primary interface between commodity clients, brokers, third-party data providers, commodity exchanges, sales and product development to build a market-leading product for Asia.
- Launched OILX - an electronic broker supported platform for trading oil swaps, to create a community around price-makers and price-takers.
- Garnered market feedback to product programmers in New York to develop and improve the vessel-tracking product called BMAP using AIS signals – the leading ship tracking solution at that time, geospatial analysis for oil storage forecast at WTI Cushing.
- Developed business plans for Asia and presented them at global business summits for prioritizing funding and campaigns.

Sales and Business Development

- Managed regional sales campaigns & promotions to sell into commodity markets
- Worked together with local sales in all major demos, trials, displacements in the region
- Initiated and worked with regional sales teams into niche areas: grain trading firms in Australia, fuel sourcing teams in South Korean Utilities, LNG traders, procurement teams, plantations in Malaysia and Indonesia, petrochemicals in Taiwan, iron-ore trading in Singapore, mining in Australia
- Opened up second tier-cities where Bloomberg wasn't present like Medan, Indonesia
- Promoted functionality through client training and publications on Bloomberg newswire.
- Presented on markets and product at industry events, round-tables, seminars and joint events with commodity exchanges, trade associations, banks and brokers to build a pipeline.

Training & Development

- External: Client training on product and markets to boost usage, dependence and renewals
- Internal: Develop content for commodity training certification for customer service and sales focused on product and markets.
- Initiated and conducted one-week certification courses – solution sales pitches, demo skills and role-plays -- based on market player types before participants graduate into sales professionals handling commodity clients.
- Collaborated with regional business to screen and interview commodity market hires.

Senior Sales and Account Manager, Singapore

Jan 2004 to Dec 2005

Relocated to Singapore to manage key accounts, mainly banks and corporates and to spearhead sales to the emerging area of commodity markets where Bloomberg was not present.

- Sold initially into bank desks doing commodities and later into their clients – trading firms and corporations in crude oil markets, bulk commodities, plantations, tanker and dry bulk companies.
- Helped create the commodity product on Bloomberg professional service based on active solicitation of feedback on market practices and selling the terminals to clients.
- Achieved the first global sale to shipping, received notice from CEO, leading to development of the shipping product.

Bloomberg Data Services India Ltd.
Senior Sales And Account Management, Indian Subcontinent

May 1997 to Dec 2003
Feb 1998 to Dec 2003

Part of a four-member sales team that build the Bloomberg Professional terminal base in India from zero to over 2000 terminals (\$36 million) by the time I relocated to Singapore.

- Managed accounts of Bloomberg terminals primarily to regional banks, corporations, and equity buy-side and sell-side firms in the subcontinent
- Established businesses in Metros outside Mumbai, corporates with local headquarters, and data-outsourcing firms
- Consistently ranked in the top quartile of sales performers in Asia

Operations and Facilities Head, Mumbai

Feb 1998 to Jan 1999

Managed coordination between various departments in Bloomberg NY and Singapore and India based lawyers on obtaining India operating licenses and exchange feed agreements.

- Worked with operation teams and local consultants to get Telecom broadband lease lines, MUX among others.
- Managed office facilities and operations, including setting up of the two brand new offices -- Mumbai and New Delhi -- working along with architects and contractors

Global Data Analyst, Mumbai

May 1997 to Jan 1998

First employee at Bloomberg India, initially responsible for setting up the India content on Bloomberg terminal from scratch and later putting together a four-member data team to take it forward.

**Centre for Monitoring Indian Economy,
Sector Analyst, Industry and Foreign Trade, Mumbai**

Jan 1993 to May 1997

Collected, analyzed and wrote monthly reports on Indian industry and foreign trade in CMIE publications.

- Responsible from 1996, for a newly emerging and highly remunerative stream of business for CMIE - the sale of bulk data to international vendors like DataStream, Reuters, Bloomberg and Bridge.
- Fielded queries on data, liaising internally on data fixes and externally negotiating rates and contract terms

Education

University of Mumbai

- Diploma in Foreign Trade Management
- M.A Economics, specialization in Industry and Foreign Trade
- B.A Economics

Securities Institute, London

- International Capital Markets Qualification

Skills

Demos, Presentations, Prospecting, Negotiations, Training, Product & Content management, Enterprise feeds & desktops, Real-time financial news and data solutions, Market engagement

Domain exposure: Regional power/electricity, metals & mining, emissions, agriculture, plantations, energy, weather markets – crude oil, refined products, coal, biofuels, petrochemicals, LNG, Shipping, air cargo, Asia aviation & economics, corporations, buy-side and sell-side trading & research, trade vessel screening & compliance.