

Pete Chua Hwee Eng

Enterprise Security Sales Engineer | APJ & SEA Markets | Singapore Citizen
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PROFESSIONAL PROFILE

Security-focused presales engineer with 15+ years of enterprise technical sales across APJ, specialising in cloud-delivered security, endpoint protection, network security, and Zero Trust architectures. Proven track record leading complex POV/POC engagements, building channel partner ecosystems, and closing business with CISOs and enterprise security teams across 11 Asia-Pacific markets. Experienced deploying and positioning endpoint management and AV suites, SWG, CASB, NGFW, DLP, IAM, and sandboxing solutions for mid-market and large enterprise customers in ASEAN and Greater China.

CORE COMPETENCIES

Presales & Solution Engineering

- End-to-end technical sales: discovery, solution design, POV/POC leadership, Security Assessment Reports
- C-suite and technical stakeholder engagement (CISOs, IT Directors, Security Architects)
- Channel partner enablement: GTM planning, SE training, joint POC delivery, deal acceleration

Enterprise Security

- Endpoint Security & Management: AV (BitDefender-based), Endpoint DLP, patch management, Digital Experience Monitoring
- Network Security: NGFW, SWG (HTTP/HTTPS Proxy, SSL Inspection), IDS/IPS, CASB, Cloud Firewall
- Zero Trust / ZTNA: Zscaler Private Access, SASE frameworks, microsegmentation, identity-driven access
- Threat Isolation & Containment: Remote Browser Isolation (RBI), cloud sandboxing, file detonation
- Identity & Access Management: SAML, OIDC, Entra ID / ADFS, Okta, PAM (BeyondTrust)
- Cloud Security Posture Management (CSPM), Data Loss Prevention (DLP) — network, endpoint & cloud

EMPLOYMENT HISTORY

Product Solution Architect – Enterprise Security | ByteDance (Sealsuite) Jun 2025 – Dec 2025

Sealsuite is ByteDance's enterprise IT management and cybersecurity suite integrating IAM, Endpoint Management (including BitDefender-based AV), and Data Loss Prevention.

- Led end-to-end presales engagements across ASEAN — technical discovery, architecture design, product demos, and POV execution for IT managers, directors, and CISOs
- Positioned and demonstrated endpoint security capabilities including AV (BitDefender engine), endpoint DLP, patch management, and digital experience monitoring to enterprise buyers
- Built country-specific GTM packages aligned to compliance requirements and enterprise security maturity levels
- Developed Channel Partner Enablement Framework: training programmes, solution playbooks, marketing collateral, and joint GTM strategy
- Initiated commercial onboarding with two of the Philippines' largest telcos — ePLDT and Globe Enterprise
- Expanded market reach through new reseller partners in Indonesia (PT Informatika Perkasa Abadi) and Pakistan (Inara Technologies)
- Developed the CyberTrust Essential Security Package with Momentum Z to accelerate SME compliance adoption in Singapore

Solution Manager | China Mobile International (Singapore) Jun 2023 – Jun 2025

Global ICT and connectivity solutions provider operating across 38 countries; CMI Singapore is the ASEAN hub for enterprise and carrier customers.

- Served as ICT and cybersecurity SME for ASEAN enterprise accounts — presales discovery, solution design, and RFP/RFI responses across connectivity, data centre, and security portfolios
- Led vendor alliances with Fortinet (NGFW), BeyondTrust (PAM/privileged access), HPE, Sangfor, H3C, and security distributors M.Tech and Netpoleon to build integrated enterprise security solutions
- Acted as technical liaison bridging Delivery, Product, Support, and DC teams to ensure customer outcomes through the full sales and deployment lifecycle
- Ran the Partner Alliance programme: partner onboarding, technical enablement, and joint solution development

Sales Engineer – ASEAN & Greater China | Zscaler Inc. Aug 2020 – Aug 2021

Leader in cloud-delivered security; Zscaler Internet Access and Private Access are anchors of the SSE and SASE framework adopted by global enterprises.

- Delivered SSE and Zero Trust architecture engagements for enterprise customers across ASEAN and Greater China, aligning to SASE transformation goals
- Core products: Zscaler Internet Access (SWG, SSL Inspection, Cloud Firewall, CASB, Sandboxing, RBI), Zscaler Private Access (ZTNA), Zscaler Digital Experience (ZDX)
- Led technical discovery, solution design, POV/POC planning and execution, and Security Assessment Report development for enterprise accounts
- Conducted architecture whiteboarding sessions and technical workshops with security and network teams on proxy architecture, SSL interception, threat detection, and Zero Trust migration
- Enabled channel partners through joint POCs, technical workshops, and deal acceleration programmes to drive pipeline and conversion
- Collaborated with Customer Success, Product, and Support to ensure smooth post-sale adoption and product integration

Systems Engineer – APJ | Qwilt Inc. Apr 2015 – Aug 2020

US-based OTT video delivery startup; solutions include Transparent Caching, Open Caching, and Operator CDN for ISPs and large enterprises.

- Led presales, architecture design, deployment, and integration of Qwilt OTT and Operator CDN solutions for major service providers across APJ
- First deal in India for Qwilt; increased Tier-1 account penetration in Singapore and Philippines

Pre-Sales Manager – ASEAN | SwiftServe Pte Ltd Dec 2010 – Feb 2015

- Led regional presales and solution consulting for CDN, transparent caching (web filtering), and video delivery products across ASEAN Tier-1 service providers
- Designed and deployed CDN and OTT solutions for Tier-1 operators in Taiwan and Philippines; led product integration with Citrix NetScaler and SandVine DPI

Engineer | Conversant Solutions Pte Ltd Mar 2007 – Nov 2010

- Supported presales, PoCs, RFI/RFP responses, and product training for ISP and telco customers; delivered SingNet's full web-cache platform redesign using Citrix NetScaler and iCache

CERTIFICATIONS

- Alibaba Cloud Certified Professional – Cloud Networking (2024)
- Zscaler Certified Cloud Administrator – Internet Access (2021)
- Zscaler Certified Cloud Administrator – Private Access (2021)
- Cisco Certified Network Professional – CCNP (2010)
- Red Hat Certified System Administrator – RHCSA (2010)
- F5 Certified Product Consultant – BIG-IP Local Traffic Manager (2010)
- PacketShaper Certified Specialist (2008)
- Cisco Certified Network Associate – CCNA (2006)

EDUCATION

Singapore University of Social Sciences (SUSS) / University of SIM 2008 – 2011

B.Sc. Information and Communication Technology – 2nd Upper Class Honours

Ngee Ann Polytechnic 1997 – 2000

Diploma in Electronic and Computer Engineering | Watlow Prize – Best R&D Group Project

REGIONAL MARKET COVERAGE

Singapore · Philippines · Thailand · Indonesia · India · China · Taiwan · Japan · Sri Lanka · Pakistan · Pacific Islands