

STARTUP MENTOR | CORPORATE TRAINER
SERIAL ENTREPRENEUR

Ken

CHAU

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Language

- Cantonese
- Mandarin
- English

Introduction

Mr. Ken Chau founded Kelly's Education, an international online education platform, in 2018. The platform is dedicated to fostering language development and growth in young children through an immersive, native-language teaching methodology. By leveraging the internet, children can learn as if they are abroad, engaging with native-speaking teachers to achieve effective learning outcomes. Under Ken's leadership, the company experienced rapid growth in 2020, attracting interest from multiple investment firms and thriving despite business challenges. Kelly's Education has established a multinational team in Hong Kong and was successfully acquired by QuantaSing (Nasdaq: QSG), a publicly listed company in the United States.

In 2015, Ken joined uCloudlink as Senior Vice President and President for the Asia-Pacific region. In this role, he was responsible for the company's global strategy, operational structure, and business development, with a key focus on global customer relationship management. Ken led the uCloudlink team in implementing various efficient business measures and innovative solutions, enhancing customer service experiences. The company successfully went public on NASDAQ in June 2020.

Prior to joining uCloudlink, Ken served as the General Manager for Hong Kong and Macau at Citrix, where he was responsible for business strategy deployment and daily operations management, ensuring continuous growth in these key markets. He also held the position of Sales and Channel Management Director at Huawei, where he achieved remarkable growth in the corporate telecommunications sector within two years. Ken has worked with several global corporations, including Cisco and Nortel Networks, in various key roles encompassing direct sales, channel management, and strategic business alliances.

Ken is a seasoned speaker, course designer, and trainer with extensive experience providing sales training services to large corporations and sales professionals. Renowned for his interactive, humorous, and inspiring speaking style, he leverages his own experiences to help sales personnel acquire the necessary knowledge and skills to enhance business performance. Ken excels in designing and leading inspirational training programs that guide participants to discover their best talents and achieve optimal performance.

Over the years, Ken has introduced a wide array of speaking topics into the sales business realm, having led numerous world-class product sales seminars, best practice sharing sessions, sales skills workshops, and sales management training courses. A knowledgeable and articulate speaker, Ken is frequently invited to industry events as a keynote speaker, addressing topics such as innovative technologies, business transformation, successful experience sharing, educational development trends, and mobile work trends in the digital age.

With over 20 years of experience in the information technology industry, Ken has led global sales teams to achieve significant business results. His expertise spans IT operations and technologies, including cloud computing, data management, security technologies, mobile communication technologies, and business transformation. He is also a charismatic leader known for building and training high-quality teams, with a proven track record of successfully guiding teams through transformations and achieving extraordinary business growth. His self-disciplined and proactive professional attitude has earned him widespread recognition.



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Work Experience

RankEZ 2024 to now
EVP & Co-Owner



QuantaSing 2023 to 2024
(NASDAQ: QSG)
President of International Business



Kenable Training 2016 to Now
Founder



Kelly's Education 2020 to 2024
CEO & Founder



uCloudlink Network 2015 to 2021
(NASDAQ: UCL)
SVP & Asia President



HKUSpace 2018 to 2020
MOOC Lecturer



Citrix 2013 to 2015
General Manager, HK & Macau
• Awarded the Best General Manager in China



Huawei 2011 to 2013
Deputy Managing Director
• Awarded the Global Enterprise Gold Medal for Sales Team



Cisco 2006 to 2011
Sales Manager, Large Enterprise
• Awarded Best Sales Manager in Hong Kong



CommVerge 2004 to 2006
Managing Director



Education Background

Kellogg-HKUST
Executive MBA



The University of Hong Kong
BSc. Computer Science (Information Systems)



The Chinese University of Hong Kong
Master of Information Engineering





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Other Experiences

HKU iDendron DeepTech 100
Startup Leadership Mentor



Deep-Tech Lab
Startup Leadership Mentor



JCI Lion Rock
Leadership Mentor



Capital Weekly
Columnist



HK01
Columnist



CTgoodjobs
Columnist



HKCECA
Executive Member



Hong Kong AI Society
Executive Member

