

Eric Ng

Eric Ng is the President & CEO of ESSN International Pte Ltd, a company that provides management training and consultancy. He specialises in enabling professionals with critical life skills in learning and thinking. Eric is a certified Master Trainer for Positive Power & Influence®, Negotiation Strategy & Tactics®, Project Management: Tools, Principles, Practices® and Brain Dynamics Global Competency Based Training Programs. He is also a certified trainer and consultant for Mentoring, Coaching Skills, DISC Personality System and the Herrmann Brain Dominance Instrument®, an instrument to enhance learning and thinking style preferences.



Eric was the Principal Consultant with a US Management Consultancy company. He specialized in providing training and consultancy in Communication Skills, Account Management, Strategic Marketing and Project Management.

Eric was a Senior Consultant and Trainer for Reuters Asia specializing in training needs analysis, course design, development and delivery of effective training programmes in HRD, sales and systems for 4000 staff in the Asia Pacific region. He was also the subject matter expert and consultant to the banking and finance industry in the area of electronic trading systems.

Prior to joining Reuters, he was a Sales and Marketing Manager responsible for major account sales and channel management of IT solutions with ST Computer Systems Services. He established an effective marketing strategy to achieve revenue targets in the Asian region.

Eric believes in keeping mentally and physically fit. This has enabled him to achieve postgraduate qualifications in Computer Science and a MBA in Strategic Marketing with practical application in Training and Development. He participates in triathlon, marathon and 70.3 Ironman. He enjoys fishing, skiing and spending time with his wife and two wonderful teenage children.

Professional Expertise/Services

Eric has more than 25 years of working experience and has customers in the Aerospace, Banking/Finance, Chemicals, Construction, Electronics & Engineering, Government, Hotel, IT, Manufacturing, Oil/Gas, Pharmaceutical, Services, Telecommunications, Retail and Technology industries. He has experience in delivering training in the following countries: Australia, China, Hong Kong, India, Japan, Macau, New Zealand, South Korea, Taiwan, Indonesia, Malaysia, Philippines, Singapore and Thailand.

Eric has held management and technical positions in consultancy, training, project management, sales, marketing, planning, business development, systems analysis and programming.

He has provided training and consultancy services in the areas of business management, communication skills, project management, sales effectiveness, account management, training needs analysis, curriculum design, coaching of trainers, designing of training plans, skills and knowledge assessments, electronic trading systems and information management systems to front-line sales and support staff, government officials, IT staff, traders and dealers. He ensures that training is assimilated to the real world and linked to performance improvement.



Recent Assignments

- Regional Leadership Development for Sumitomo Mitsui Bank, SC Johnson and Johnson & Johnson
- Management Trainee Leadership Development for DBS Bank in China, Singapore and Hong Kong
- Asia Pacific Competency Development Training for Exxon Mobil
- Global Training for all IT Staff Goldman Sachs. Role of Facilitator for Asia staff
- Senior Management Team Building for Schering-Plough
- Strategic Development Program for C-level and Regional GM's for Jurong International
- People Quest Global Leadership Development for Alstom University- China and India
- Top Management Strategic Planning and Team Work for Shangri-La Hotel Group
- Innovation and Creativity Seminar for Dupont Asia
- Keynote speaker for Project Management Institute Inc. Singapore Chapter
- Whole Brain Thinking for Lower Primary School Principals in Singapore (Social Responsibility)
- Strategic 5 years Planning Facilitation for Red Cross International (Social Responsibility)

Eric has provided leadership and management training to international and multi-national companies such as Alstom, Apple Computer, ASML, Citibank, Coca Cola, DBS Bank, Deutsche Bank, DuPont, ExxonMobil, Goldman Sachs, Gillette, Hewlett Packard, Johnson & Johnson, Lyondell, Panasonic Asia, PepsiCo, Pfizer, Microsoft Corporation, Motorola, OCBC Bank, SAP, SC Johnson & Son, Schering-Plough, Shangri-La Hotel, Siemens, Sumitomo Mitsui Banking Corporation, Thomson Reuters and Wrigley.

Education and Professional Affiliations

- MBA, University of Hull, UK (Thesis focuses on the Application of Training & Development Methodology in Business)
- Postgraduate Diploma, University of Salford, UK
- Master Trainer for:
 - Lewis Institute, Inc. (*Registered Education Provider for Project Management Institute, Inc.*)
 - Leadership Development Services, LLC
 - Situation Management Systems, Inc.
- Certified Trainer for:
 - Hermann International Inc. for Herrmann Brain Dominance Instrument® (HBDI)
 - The Institute for Motivational Living, Inc. for DISC Personality System

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