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Top Skills

Digital Marketing
Social Media Marketing
Business-to-Business (B2B)

Todd Kimpton

Managed Success for NetSuite Clients around the World
Singapore, Singapore

Summary

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. Guiding these ideas toward becoming investment-worthy ventures is a deeply rewarding endeavor for me. Throughout my career, I've held a keen fascination for the intricate systems that underpin enterprise success. My ability to comprehend the nuanced interplay between the physical and information systems within a business equips me to collaborate with clients daily, crafting effective and efficient solutions.

With a diverse clientele spanning various industries, I've gained invaluable insights into how different businesses operate and what they require to optimize their processes, sales, and accounting functions. My core values center around prioritizing simplicity, eliminating clutter, and balancing these ideals with the need for measurable data points in everything I undertake.

My ultimate measure of success and accomplishment lies in the relationships I cultivate with clients. Building these connections is a testament to trust, transparency, and mutual gratification.

Qualitatively, I am a dedicated systems thinker, capable of discerning the interconnected elements within a network of nodes.

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BBus from Monash University (with a focus on Accounting and Marketing)

PMP certification from the Project Management Institute
Membership in ACCA (Association of Chartered Certified Accountants)

Certification as a NetSuite Consultant.

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Experience

Etter+Ramli

CEO & Managing Partner

August 2012 - Present (12 years 8 months)

Singapore

Our mission is to bring a laser-focused approach to the NetSuite client community, guiding them to achieve the ultimate business value through the following core principles:

: We take pride in facilitating all aspects of user support and skills enablement, technical development, and maintenance, as well as ensuring process compliance, control, and vigilant monitoring.

: Every client we serve benefits from a dedicated Success Manager who is backed by a highly skilled team comprising shared functional analysts, technical programmers, and data architects.

: It is designed to maximize value and deliver on our clients' desired business outcomes. We take a proactive approach, relying on data-driven insights to ensure that our clients receive a service that consistently produces results.

: We pride ourselves on being pragmatic problem solvers who understand the unique challenges businesses face post-go-live.

At +, we are your partners in unleashing the full potential of NetSuite. Our commitment is to provide tailored solutions and expertise that help our clients succeed on a global scale.

brandCraft.io

CEO & Founder

October 2023 - Present (1 year 6 months)

Singapore, Singapore

BrandCraft.io: Your Voice, Amplified

BrandCraft.io is here to unleash your unique voice and captivate your audience. We're not just an AI content mill – we're your strategically spiced content partner.

Here's how we'll amplify your brand:

- AI-powered efficiency: We use cutting-edge AI to generate high-quality content at lightning speed, freeing you to focus on what matters most.
- Human-crafted personality: Our team of expert editors and designers adds the secret sauce – ensuring your content is accurate, professional, and infused with your brand's unique voice.
- Spiced-up engagement: Forget generic content calendars. Your dedicated Account Manager will work alongside you to spark ideas through forum and discussion board engagement, driving traffic and building a loyal community around your brand.
- Flexible solutions: Choose the perfect fit for your needs, from fixed monthly retainers to pay-as-you-go options. We scale with you, always ensuring your content strategy stays on fire.

BrandCraft.io is more than just content creation – it's a strategic partnership that amplifies your voice, ignites engagement and drives results.

Razar.io

Managing Director

January 2018 - Present (7 years 3 months)

Singapore

Building, Deploying and Supporting awesome tools to make the lives of NetSuite users a joy.

1000Steps- Leaders in high performance sales

Advisor

March 2019 - Present (6 years 1 month)

Singapore

SuiteCloud Vietnam | Oracle Netsuite Partner

Advisor

June 2019 - Present (5 years 10 months)

Hanoi Capital Region

Shearwater Asia

Senior Partner ASEAN

September 2014 - Present (10 years 7 months)

Based in Singapore, supporting Customers globally.

Enabling client success on NetSuite

PointStar Pte Ltd

Director of Customer Success

January 2019 - March 2021 (2 years 3 months)

Singapore

Hoping our customers be as good as they can be with NetSuite.

PGE Solutions

Managing Partner

January 2013 - September 2014 (1 year 9 months)

Singapore

Focused on building the Singapore Practice and building our International coverage.

Fibonacci Global Payment Solutions

General Manager

April 2012 - January 2013 (10 months)

Raffles Place, Singapore

NetSuite

4 years

Head of APAC 'Tiger' Shark

January 2011 - March 2012 (1 year 3 months)

Singapore

'Shark' is NetSuites official escalation path for customers to senior management. Client Management is expert team of globally deployed customer focused technology professionals, who are tasked with running Shark.

Project Manager

April 2008 - October 2011 (3 years 7 months)

Singapore

Carlton|Lim

Principal

January 2000 - October 2008 (8 years 10 months)

Carlton|Lim was a boutique business consultancy specialising in SaaS technology solutions, business strategies and capital raising.

SIP Organic Infusions

Director

January 2001 - June 2008 (7 years 6 months)

SIP Organic Infusions is a boutique manufacturer of certified organic teas & herbal infusions.

Education

Project Management Institute

PMP, Project Management Professional · (2007 - 2014)

Kaplan

ACCA, Association of Chartered & Certified Accountants · (2008 - 2010)

Monash University

BBus, Accounting & Marketing · (1997 - 2001)

Scotch College

Harvard Business School Online

Certificate in Business Analytics · (2020 - 2020)