



Janet Yung

Author • Speaker • Consultant

Clarity for Growth, Leadership & Team Engagement

www.trilogy-ppc.com

amazon.com/author/janetyung

Author of the Being Happy and Successful series of books, Janet Yung is the founder and principal consultant of 8Treasures and Trilogy People Performance Consultancy. Janet was the Director of Sales & Marketing in a Fortune 50 company before embarking in her retail, training and consultancy business. She spent 13 years in corporate understanding clients, launching new businesses, driving business growth, leading and motivating teams. Janet is also known for her thought leadership in customizing training and consultations for bringing clarity to personal and organizational growth, leadership and engagement. Other areas of strength include new business development and negotiations, new product launch, and business success.

With almost three decades of corporate and business experience, Janet has launched several businesses from retail brick & mortar, e-commerce, web and mobile apps including her own Asian Personality Profiling system as well as the latest platform for connecting Corporates to Trainers in the region.

Entrepreneurial and Business Experience

Her passion for training and people development extended to her pursuit in own consultancy, retail and training business where she had done numerous talks and interviews for companies, individuals and dailies. In 2012, Janet authored her first book “Being Happy & Successful at Work and in Your Career”. The book was well received and enabled many readers to discover their inborn talents; excel at them and choose job roles or careers that capitalize on their strengths, leading to success. In 2015, Janet went on to publish two more books in the “Being Happy and Successful” series – “Managing Yourself and Others” and “The Entrepreneur in You” (e-book). April 2019, a 2nd edition for Being Happy and Successful: Managing Yourself and Others has just been released where survey results showing significant improvements for self-awareness with an additional chapter on building winning teams.

Janet just launched her 4th book, Effective Asian Leadership: Today and Tomorrow (Perspectives of 100 Leaders in Asia) in mid-Apr 2019. In this book, Janet together with her co-author, Ms. Serene Ong, attempt to provide insights on what makes a successful leader by getting the perspectives of over a hundred leaders across diverse cultures, industries and levels in Asia. She hopes that the real-life examples and success stories will inspire, motivate and enrich her readers and clients.

Business Highlights & Milestones:

- 2004, started 8Treasures retail and consultancy business.
- 2005 till 2019: Invited to give talks, interviews, write-ups for retail malls, dailies, clubs, banks and company events.
- 2006, launched 8Treasures e-commerce website.
- 2009, opened 8Treasures Jurong Point retail outlet.
- 2010, opened 8Treasures Causeway Point retail outlet.
- 2012, authored 1st book in the Being Happy and Successful series and

- launched 8Treasures Auspicious Fashion Line (Clothing & Jewellery).
- 2013, opened 8Treasures International Plaza, Shenton retail and consultation office.
- 2015, launched Trilogy People Performance Consultancy (Training & Consultancy).
- 2015, authored 2nd and 3rd book in the Being Happy and Successful Series.
- 2016, launched 8Treasures e-commerce v2.0 website, Bazi Calculator, Feng Shui Flying Stars, Daily Almanac web applications.
- 2017, launched Career Profiling series with the JYPQ™ (Janet Yung Profiling Quadrants) Chart for Communication, Engagement and Career Development.
- 2017, launched mobile application - PATHS™ app, designed for individuals who are motivated to understand themselves to build their career and take decisive action towards their goals; corporate team members or anyone who is keen on improving their relationship with others they work with or with family members.
- 2018, completed survey and analysis of the Asian Personality Profiling System with results that demonstrated significant improvements in users' self-awareness and emotional exhaustion levels in 7 areas. Analysis was done by a social scientist affiliated to McGill University, utilizing the "Pair Samples T-Test" statistical analysis method. Refer to article link: <https://www.linkedin.com/pulse/understanding-people-asian-way-personality-profiling-system-yung/> for more details. Detail survey results were published in the 2nd edition of Being Happy and Successful: Managing Yourself and Others.
- 2019, published 2 books: 2nd edition of Being Happy and Successful: Managing Yourself and Others and Effective Asian Leadership: Today and Tomorrow (Perspectives of One Hundred Leaders in Asia).
- 2019, created and launched CorporateTrainerConnect.com platform to connect Corporates to Trainers in the region.

Other credentials:

- Certificate in Strategic Marketing from Chicago School of Business;
- Distinction in Digital Marketing & Data Analytics (Credit Bearing Courses, Singapore Management University);
- Distinction in Design Thinking: Ideation, Opportunity Recognition & Innovation Management Course (Singapore Management University);
- Singapore WSQ Diploma in Adult and Continuing Education (DACE) certified curriculum developer;
- Singapore WSQ ACTA (Advanced Certificate in Training and Assessment) certified trainer;
- Certified Trainer of Directive Communication Psychology, accredited by American Institute of Business Psychology (AIOBP);
- Distinction in Diploma from the Bazi Mastery Series and other programmes of Mastery Academy of Chinese Metaphysics, founded by Dato Joey Yap (World's Foremost Authority in Chinese Metaphysics);
- Chinese Metaphysical courses from Grand Master Raymond Lo, Grand Master Lillian Too, Master Francis Leyau, and other international masters.

Membership

1. Member of AEN (Adult Education Network) in Singapore.
2. Associate Member of APSS (Asia Professional Speakers Singapore).
3. Affiliate member of IFSA (International Feng Shui Association).
4. Strategic Partner of Design Your Destiny (DYD) Bazi Personality Profiling for Mastery Academy of Chinese Metaphysics.

Corporate Experience

During her corporate years as a Director (Sales & Marketing) for Johnson & Johnson Medical Singapore and a member of the local Management Board. She was responsible for motivating, coaching and providing directions to the local sales and customer service team to ensure the achievement of targets and set plans. She worked with all levels of customer management, developing long-term positive customer relationships to increase customer satisfaction. As a member of the local management committee, she was responsible with the other members of the management committee in achieving the company's goals to drive top line sales, cost reduction, process excellence and building competencies to achieve sustainable and profitable growth. Janet was also the key contact point for Parkway Group central purchasing and contract negotiations, responsible for ensuring contract profitability, adherence and monitoring of key trends and developments in Parkway Group of hospitals.

Janet was also very involved in new technology and product launches including the latest medical techniques for colorectal surgery, breast tissue biopsy, drug-coated heart stents and was in charge of creating and launching the New Product Launch process company-wide. She contributed to regional business through the development of regional Surgeon champions for successful new medical technology and procedure introduction to assist in the growth of businesses in Thailand, Taiwan, Korea, India and Australia.

In 2001, Janet received recognition for **Johnson & Johnson's Standard of Leadership** award. She was also very involved in the training, coaching and development of others both internally in her company and customers. She worked with and introduced the first BSSC (Basic Surgical Skills Course) Program with NUS Post Graduate School for Surgical Doctor Trainees. In 2000, she worked with Breast Cancer Foundation Singapore (J&J Contributions Fund) to launch the first Mammobus (Screening Clinic on Wheels, believed to be first of its kind in Asia) to aid in Breast Cancer Awareness and Screening.

Career Highlights & Accomplishments:

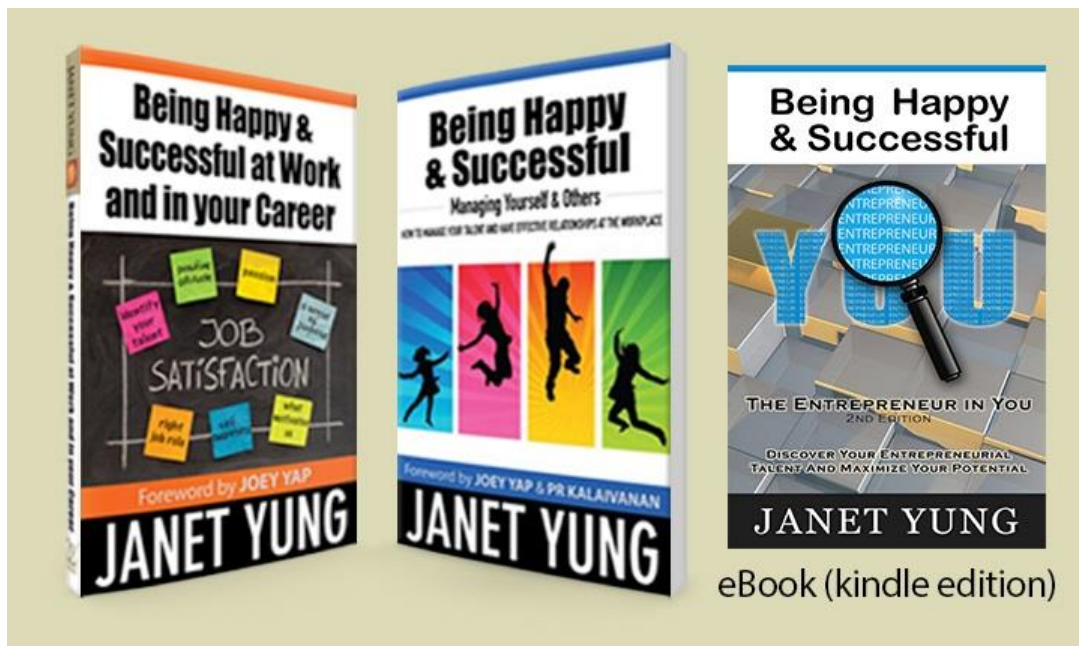
- 1992, Rookie of the Year Award; topped SMC training class; converted 100% customers to key product.
- 1992, Started Laparoscopic suturing workshops with KOLs to teach new laparoscopic surgeons.
- 1994, Exceeded Business through building KOL relationship, product bundling, flawless execution.
- 1995, Rookie of the Year Sales Manager Award.
- 1996, Grew key business by more than 20%; introduced 1st Suturing & Anastomotic w/s for Doctor Surgical Trainees.
- 1997, International Development Program in the US with Ethicon Inc, a co. of Johnson & Johnson Inc
- 1997, Introduced the first BSSC Program with NUS Post Graduate School for Surgical Doctor Trainees.
- 1999, Received first installation of Mammotome in Asia Award.
- 2000, Worked with Breast Cancer Foundation Singapore (J&J Contributions Fund) to launch the first Mammobus (Screening Clinic on Wheels, believed to be first of its kind in Asia) to aid in Breast Cancer Awareness and Screening.
- 2001, Received Standards of Leadership Award – Individual leadership for **Customer/ Market Place Focus**
- 2002, Received Best Franchise of the Year 2002 – Cordis Singapore and delivered 78% growth for the franchise.
- 2002, Worked with the General Manager as part of the management committee to achieve One to Win goal for Johnson & Johnson Medical Singapore through teamwork, focus and people development.
- 1993 to 2004, Involved in the training, development and guidance of new hires and team members.

Other Accomplishments:

- Developed New Product Introduction Process; process produced the blockbuster launch of Biopsys in Spore, the No. 1 country for Biopsys sales in 2000.

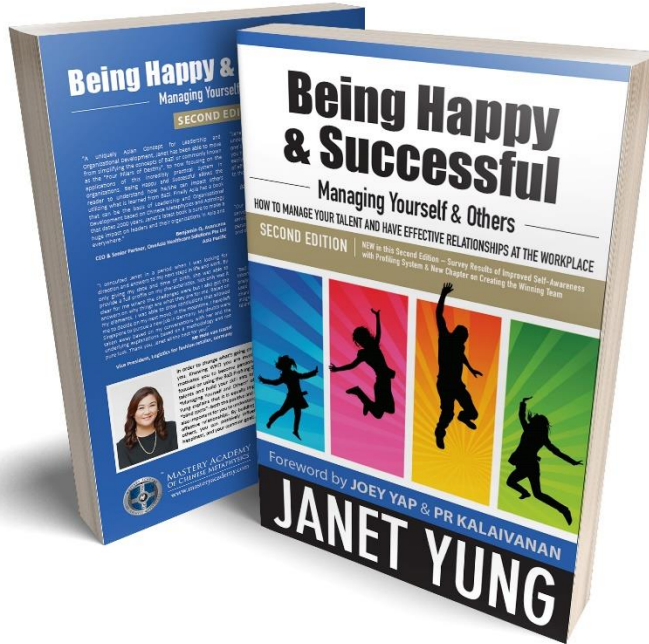
- Contributed to Regional Marketing through development of a regional Surgeon champion a successful new product/ procedure introduction. Surgeon champion helped launched PPH & grow the business in Thailand, Taiwan, Korea, India and Australia.
- Women’s Health – S\$ 1 million franchise within the 1st 2 years (280% growth), largest in Asia.
- Laid strong foundation for the successful World Congress of Endoscopy in Singapore.
- Worked with regional Regulatory Affairs department to build the foundation for Medical Product Registration in Singapore.
- Consistently achieved sales commitment, exceeding forecast in key businesses.

Author of Being Happy and Successful Series of Books.



New Books by Janet Yung

With over 2,000 copies sold, the 2nd Edition with Proven Survey results for the Asian Personality Profiling System released in early April '19.



4th Book on Effective Asian Leadership: Today and Tomorrow (Perspectives of One Hundred Leaders in Asia) released in mid-April '19.

