CAREER RECORD / 2026

Pascal Samsoon

15-year Ops, Finance, and Commercial operator in Southeast Asia - building B2B GTM systems with code, data, and agents.

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LATEST

remotePK · Operating Partner — Mar 2025 - Present
GTM Engineer, acquisition-led fund deal flow, and GTM advisory.

Ora Group · Head of Operations — Oct 2023 - Mar 2025
Gross margin uplift, and customer inquiries cut down

Daraz · Senior Program Manager · Alibaba Group — Nov 2022 - Aug 2023
Bulky-logistics relaunch across 4 South Asian markets improving seller's access to buyers and improved margin uplift opportunities.

PTV Logistics · Head of Asia Logistics · 0-to-1 APAC — Mar 2021 - May 2022
Grew APAC pipeline from 6 figures to 7 figures on a shoe string budget, uplifted NRR.

Shipper · Chief of Staff · Turnaround — Jan 2020 - Mar 2021
COVID turnaround, returned business to profitability and cash flow positive.

PRE-MBA

Daimler Financial Services · Assistant Manager, PMO — Apr 2018 - Feb 2019

Ninja Van · Corporate Strategy Manager — Sep 2016 - Apr 2018

Datetix · Country Manager — Mar 2016 - Sep 2016

SPI · Management Consultant — Mar 2014 - Feb 2016

EDUCATION

Singapore Management University · MBA — 2018 - 2019

University of Nottingham · BA (Hons) Finance, Accounting & Management — 2009 - 2012