



**Frank Seo** · 3rd

Vice President - Enterprise CRM Strategy at Veeva Systems

France · 500+ connections · [Contact info](#)



Veeva Systems



Harvard Business Sc

## Experience



### Veeva Systems

1 yr

- **Vice President - Enterprise CRM Strategy**

Full-time

Jan 2020 – Present · 6 mos

Paris Area, France

Global responsibility for CRM strategy and engagement amongst the top 20 Life Sciences in the world.

- **Vice President EU Commercial Strategy**

Jul 2019 – Jan 2020 · 7 mos

Paris Area, France

Responsible for the overall success and responsibility of Veeva commercial customers in the European market. Focus is on multichannel customer engagement, data intelligence, and end to end customer strategies.

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### Board Member

Virginia Commonwealth University Department of Engineering

Apr 2019 – Present · 1 yr 3 mos

Richmond, Virginia Area

Provide external advice and consultation to the VCU department of engineering education and career programs.

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## Veeva Systems

8 yrs 8 mos

- **Vice President Of Business Development**

May 2018 – Dec 2018 · 8 mos

Responsible for launching Sales, Marketing, Services, and Support teams within Veeva Asia Pacific emerging markets.

Chief Technical Adviser to region-wide strategic accounts and speaker on global be ...[see mor](#)

- **General Manager - South Korea**

Apr 2017 – May 2018 · 1 yr 2 mos

Gangnam-gu, Seoul, Korea

Full responsibility for launching the Sales, Marketing, Services, and Support teams within Veeva Korea.

Focused on solving problems for customers around R&D process management effic ...[see mor](#)

[Show 3 more roles](#) ✓

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## CEO

Secret Labs

Jan 2009 – Apr 2010 · 1 yr 4 mos

Secret Labs is a UK based technology startup focused on developing real time scheduling technologies that connect local consumers to small businesses.

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## Sofia Works

5 yrs 7 mos

- **CEO**

Dec 2005 – Oct 2009 · 3 yrs 11 mos

Sofia Works is an award winning industry leader in building ultra-tailored custom systems using the revolutionary force.com technology.

Offices are based out of London and serves the European Market.

- **Peoplesoft CRM Implementation Expert**

Apr 2004 – Dec 2005 · 1 yr 9 mos

Peoplesoft implementation expert and advisor for projects Europe-Wide. CRM specialist devising best practices methods for implementing PSFT CRM. Advised project managers on

implementation management, led technical development teams, architected CRM systems

Show 3 more experiences 

## Education



### Harvard Business School

eMBA (Program for Leadership Development), Business  
2018 – 2019



### Santa Clara University

Management Information Sys, Intl Business, Japanese, Asian Studies  
1997 – 2000

Activities and Societies: Graduated with honors. Winner of the National Security Education Program scholarship sponsored by the US Department of Defense to study in Japan.



### University of California, Los Angeles

## Licenses & Certifications

### Veeva Certified Consultant

Veeva Systems  
Issued Jun 2011 · No Expiration Date

## Skills & Endorsements

CRM · 86

Sophie G. and 85 connections have given endorsements for this skill

Salesforce.com · 85



Endorsed by Jerry C. Huskins and 25 others  
who are highly skilled at this



Endorsed by 39 of Frank's colleagues at  
Systems

Cloud Computing · 69

Endorsed by Billy Ho  and 6 others who are

Endorsed by 32 of Frank's colleagues at



highly skilled at this



Systems

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