

Wong Thng Hui, Jonathan
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Experience

August 2022 - Present

Assistant Manager (Southern Region)

Optimax Eye Specialist | Southern Region

Industry Healthcare / Medical

Specialization Marketing/Business Development

Role Marketing/Business Development

Position Level Manager

Monthly Salary MYR 9,000

Assigned to the southern region where the territory of coverage from branches from Negeri Sembilan to Johor. Main role is to help the branches in the region to create more marketing awareness and campaign to drive more patient referrals. Work closely with referral partners from various industry such as insurance, general practitioner, corporate to form strong partnership with them as well as to compliment the healthcare services.

Assist the group to source and identify potential areas to build more branches where it enhances the brand presence too. Also helped to identify the right candidate to fill the manpower required for the new branches. Latest project is to partner the government sector in their outsourcing program to reduce the burden on their patient load/work load.

May 2019 - July 2022

(3 years 2 months) Assistant Manager (Acting Head)

Pantai Hospital Ayer Keroh | Melaka, Malaysia

Industry Healthcare / Medical

Specialization Marketing/Business Development

Role Business Development

Position Level Manager

Monthly Salary MYR 6,500

Attached with the sales and marketing department where the role of the job is to help the hospital to build the foreign patient base (medical tourism). Was given task in developing the patient base focusing on south east Asia countries (mainly focus on Indonesia). Throughout the effort process, also assist in building the brand name of the hospital through series of events and activities. Besides the above, increasing the publicity among the eyes of the potential emerging markets.

Currently, also help to oversee the operation of the department where the sub-unit including insurance, corporate, GP and marcomm. The bigger task is to build the momentum of improving the patient referral through medical events and awareness program. Similarly, to build the

medical tourism segment as well as a player in this southern region of Peninsular Malaysia.

Work closely with other clinical departments to help channel the patients to various specialties within the hospital. For instance, working closely with health screening centre, endoscopy unit to promote the clinical services to outreach the targeted group of patient/client.

Sep 2018 - Apr 2019

(8 months) Assistant Manager

Sunway Medical Centre | Selangor, Malaysia

Industry Healthcare / Medical

Specialization Healthcare - Nurse/Medical Support & Assistant

Role Management

Position Level Manager

Monthly Salary MYR 6,500

Attached with the international business development unit where the role of the job is to help the hospital to build the foreign patient base (medical tourism). Was given task in developing the patient base focusing on south east Asia countries (mainly focus on Indonesia). Throughout the effort process, also assist in building the brand name of the hospital through series of events and activities. Besides the above, increasing the publicity among the eyes of the potential emerging markets.

Aug 2017 - Aug 2018

(1 year 1 month) Medical Sales Representative

Servier Malaysia Sdn. Bhd. | Malaysia

Industry Healthcare / Medical

Specialization Sales - Corporate

Role Sales Executive/Account Manager

Position Level Senior Executive

Oct 2012 - Jul 2017

(4 year 10 months) Senior Sales Executive

DPC Healthcare Sdn Bhd | Selangor, Malaysia

Industry Healthcare / Medical

Specialization Sales - Retail/General

Role Sales Executive

Position Level Senior Executive

Monthly Salary MYR 3,200

Manage achieve the target and goals that was expected by the company.

Able to identify the potential products which company can bring in and distribute.

Organized CMEs and talks in which able to bring in target audiences such as the key account customer and potential one and convert to sales.

Jan 2011 - Sep 2012

(1 year 9 months) Sales Executive

Pfizer (M) Sdn Bhd | Melaka, Malaysia

Industry Healthcare / Medical

Specialization Sales - Retail/General

Role Sales Executive

Position Level Senior Executive

Monthly Salary MYR 3,300

To promote and sell the drug/medicine to all relevant specialist/consultants. Areas/sectors of coverage were private hospitals in both states of Melaka and Negeri Sembilan. Expected to know all the product knowledge and be able to promote to doctors whenever necessary. Able to organize or assist in succeeding the CME/talks that is relevant to therapeutic covered.

May 2008 - Dec 2010

(2 years 8 months) Marketing Executive

Mahkota Medical Centre | Melaka, Malaysia

Industry Healthcare / Medical

Specialization Marketing/Business Development

Role Marketing Executive

Position Level Senior Executive

Monthly Salary MYR 2,625

Strategic marketing planning & oversea marketing activities. Covering Jawa, Sumatra, Sulawesi and Brunei market. Managing Indonesia staffs and setting goals to achieved annual targets. Managed and handled foreign relation affairs.

Set up new office in Jakarta, Bandung, Yogyakarta, Semarang, Surabaya and Bali. Sourced new market in Jawa province & Brunei. Engaged new agents of referral. Managed foreign events & activities (15 per year) Managed annual foreign staff's training. Conducted events/activities involved government and private bodies.

Jan 2006 - Jan 2008

(2 years 1 month) Personal Financial Consultant

Hong Leong Bank Berhad

Industry Banking / Financial Services

Specialization Sales - Financial Services (Insurance, Unit Trust, etc)

Role Financial Services Consultant

Position Level Junior Executive

Monthly Salary MYR 1,800

The job requires me to promote the bank's products & services to meet the need of consumers. The expectation for me is to hit the monthly set target for all range of products. Besides that, i'll keep to build strong partnership with business associates such as lawyer and developers in order

to obtain from sales opportunity from them. The products that i had experiece selling are such as mortgage loan, personal loan, unit trust, bancasurrance and etc. in overall 2 years of services with the bank, my percentage of hitting the target was between 80% - 100%. However, i choosen to leave financial industry for the reason to further explore myself into other industry in which will be a good challenge to myself.

Education

2005 Multimedia University

Bachelor's Degree in Finance/Accountancy/Banking | Malaysia

Major Banking & Finance

Grade Grade C/2nd Class Lower

Skills

Intermediate Negotiation Skills, Costing, Leadership And Interpersonal Skills, Project handling

Languages

Proficiency level: 0 - Poor, 10 - Excellent

Language	Spoken	Written
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Mandarin	10	8
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English	10	8
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Bahasa Malaysia	10	8
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Bahasa Indonesia	9	8
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Additional Info

Expected Salary MYR 12,000

Preferred Work Location Anywhere in Malaysia, Anywhere in Singapore, Anywhere in China

Other Information

PERSONAL TRAITS AND ATTITUDE:

- * Excellent cross-cultural communication skills
- * International living experience and regional exposure
- * Passion for continuous learning and personal growth
- * Highly motivated and driven, with strong desire to excel

PERSONAL STRENGTHS:

- * Leadership charisma
- * Dynamic team player
- * Sense of responsibility
- * Highly inquisitive
- * Creative and resourceful
- * Excellent skills in communication and collaboration

About Me:

Gender Male

Age	40 years
Address	No 6, Jalan OZ 18, Taman Ozana Impian, 75150 Bukit Katil, Melaka.
Nationality	Malaysia