

NIK ZUHAINA BINTI NIK MOHAMMAD

No. 7, Jalan Gunung Nuang U11/17, Bukit Bandaraya,
40170 Shah Alam, Selangor;

tasha_alisya@yahoo.com



Personal Information

Birth Date: 15.09.1977

Hand phone Number: +60192484541

Nationality: Malaysian

Languages: Malay, English

Career Objective

To maximize the Company profit by improving the operational efficiency and maximum utilization of the available resources.

Key Skills

- Microsoft Office
- AutoCAD Level 2.0
- MS Tower

Professional History

Time dotCom

Mar 2021 – Current

Account Director (Wireless Infra)

General Job Description

- Meeting sales target and revenue goals on accounts assigned
- Hunt, qualify and gather sales opportunities, and convert them into sales funnels
- Build strong relationships and foster cross-functional collaborations (e.g. work closely with Product team to customize solutions for your customers)
- Maintain key customers relationship and overall customer's satisfaction
- Identify needs and demand trends, and develop market intelligence to aid product and service innovation
- Positively represent and promote TIME, and our products and services
- Provide insights and assist your customers in planning and/or designing their solutions

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Professional History

- Keeping management informed of the status of the assigned accounts, problems, plans and meetings, as well as involving Management personnel at key times

List of Projects

- In Building Coverage (IBC) project HSBC, TRX; Courtyard Putrajaya, KL East Mall, Lot 91 KLCC
- Penang Smartpole (Persiaran Karpal Singh & Summer Place)
- DBKL Smartpole (Kiara 3, Jalan Madge, Jalan Bukit Bintang & Jalan Kinabalu)
- DBKL Street Poles (MNOs)
- Replacement PBTS sites for DIGI
- RT Sites (within TIME RFS Sites)
- TIME Cabin Nationwide
- TIME New Products (Hub-Infra, Camouflage Pole & DBKL Street Furniture)

ALPHA ORANGE SDN BHD

Business Development Manager

Nov 2020 – Feb 2021

General Job Description

- Prepare and present business proposal for potential projects to Clients.
- Advise Managing Director on potential commercial offering towards telco expectation.
- Prepare and update commercial planning inclusive CAPEX and OPEX for future business development.
- Prepare presentation business model & business potential to future Clients.
- Attending meetings/progress meeting with potential client and consultant
- Initiate business potential (regular offering) on all existing sites to other potential telco by regular basis.
- Negotiate commercial offering for Telco's.
- Explore business potential in bigger scale challenge such as participate with MCMC & IWK tender etc.
- Assisting company for applying license "Network Service Provider" (NSP) with MCMC
- Managing good relationship and development reputation with all network provider.

List of Projects

- In Building Coverage (IBC) project at Hospital UiTM Puncak Alam, Hospital Shah Alam
- Telecommunication infrastructures with MBSA
- Telecommunication infrastructures with DBKL
- Bidding Telecommunication infrastructures for Indah Water Konsortium (IWK)
- Bidding Telecommunication infrastructures for Jalinan Digital Negara (JENDELA) MCMC
- Telecommunication infrastructures with Celcom
- Telecommunication infrastructures with Maxis
- Telecommunication infrastructures with Digi
- Telecommunication infrastructures with UMobile
- Telecommunication infrastructures with WEBE

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Professional History

ARGUS INTAN SOLUTION SDN BHD

General Manager

Jan 2017 – Mar 2020

General Job Description

- Lead for Site Acquisition department, Permitting department and Project department
- Oversees project progress nationwide (including Sabah and Sarawak)
- Advise Managing Director on CAPEX and OPEX for future business development
- Prepare and present business proposal for potential projects to Clients
- Committee member Research and Development to provide technology solution (Smart Centralized Radio Excess Network (Smart CRAN)
- Dealing with ministry level, head of local authorities and Client's CEO or heads of departments
- Supervise and assess staff performance based on given Key Performance Index (KPI)
- Provide training to subordinates

List of Projects

- In Building Coverage (IBC) project at Kompleks Islam Tabung Haji, Putrajaya
- Telecommunication infrastructures with Lembaga Lebuhraya Malaysia (LLM) and Highway Concessionaire (NKVE, SKVE, PLUS, ELITE, MEX HIGHWAY, LATAR)
- Telecommunication infrastructures with Syarikat Bekalan Air Selangor (SYABAS)
- Telecommunication infrastructures with Majlis Agama Islam Selangor (MAIS)
- Telecommunication infrastructures with Majlis Ugama Islam Sabah (MUIS)
- Telecommunication infrastructures with Yayasan Islam Negeri Kedah (YINK)
- Telecommunication infrastructures with Air Selangor (SYABAS)
- Telecommunication infrastructures with individual landlords

WILAYAH PERSEKUTUAN INFRASTRUCTURE SDN BHD

Senior Business Development Manager

2012 - 2016

General Job Description

- Assist and report to Chief Executive of Business Development (CEBD) & Chief Operation Officer (COO)
- Prepare and update commercial planning inclusive CAPEX and OPEX for future business development
- Supervise and assess staff performance based on given Key Performance Index (KPI)
- Provide training to staff
- Prepare presentation business model & business potential to future Clients
- Attending meetings/progress meeting with potential client and consultant

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Professional History

One Stop Agency (OSA) Job Description

- Explore potential business based on most strategic location for set up telecommunication equipment (e.g. BTS system, BTS Hotel, etc)
- Negotiate with future landlord for lease of potential site (e.g. JPS, SYABAS, MAIWP and JAIS)
- Study and provide risk assessment to management on terms specified by landlord
- Conduct joint visit with potential Telecommunication Company (Client) representative for verification of proposed site
- Vet through technical documents submission (e.g. drawings, design calculation, local council's application forms and etc.) by Client
- Monitor submission of technical documents by Client to landlord for endorsement
- Follow up Letter of Offer (LOO) from landlord
- Prepare and follow up Letter of Offer (LOO) to Client for approval of site possession
- Submission and follow up for regulatory process to local authority (e.g. Perbadanan Putrajaya, DBKL, DCA, TNB, Bomba, MCMC (Central Region) and etc.)
- Monitor work progress and performance of Client (e.g. Client's contractors, consultant)

Network Facility Provider (NFP), Network Service Provider (NSP) And Application Service Provider (ASP) Job Description

A) Built & Lease of Telecommunication Infrastructure (NFP)

- Explore potential business based on build and lease telecommunication structures
- Cross reference and match suitable location for telecommunication structures from given list by Client against WPI's assets
- Check, compare and prepare summary of price / specification to management decision based on quotation from selected contractor against proposed structures
- Pursue and negotiate with Client to secure Work Order to build and lease telecommunication structures
- Finalize Bill of Quantity (BQ) for Client confirmation
- Prepare work schedule for Client based on Site Acquisition (SAQ) application and approval milestones, site mobilization, erection works of telecommunication structure, mechanical and electrical and handover facilities to Client
- Monitor progress of sites until site fully handover to Client
- Regular meets with Client and provide update progress of works

B) Fiber Optic Options (NSP & ASP)

- Offer Client with Fiber Optic integration planning for transmission enhancement
- Involve with commercial planning & implementation

List of Clients:

- Celcom

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Professional History

- Digi Telecommunications Sdn Bhd
- Packet One Networks (Malaysia) Sdn Bhd
- U Mobile
- Maxis
- YTL

WILAYAH PERSEKUTUAN INFRASTRUCTURE SDN BHD

Business Development Manager

2007 – 2012

Job Description

- Assist General Manager in commercial aspect of business development
- Involved with regulatory process for submission to local authority (Perbadanan Putrajaya, DBKL, DCA, TNB, Bomba, MCMC (Central Region) etc)
- Monitoring work progress and performance, prepare the work programmed/schedule for the client and sub-contractor
- Handling technical work including supervision
- Liaise with Client, Consultant and Contractor
- Attending meetings/progress meeting with potential client and consultant

List of Projects

- Majlis Agama Islam Wilayah Persekutuan (MAIWP)
 - Assisting Clients (Celcom, Maxis, DiGi, YTL, Packet One etc) to secure MAIWP sites until getting permit approval
- Sapura Research Sdn Bhd
 - Involving with Government Integrated Radio Network (GIRN) project to get LA approval
- Dewan Bandaraya Kuala Lumpur (DBKL)
 - Assisting Clients (Celcom, Maxis, DiGi, YTL, Packet One etc) to secure DBKL sites until getting permit approval
- Packet One Networks (Malaysia) Sdn Bhd
 - Contract Research Collaboration with International Islamic University Malaysia (IIUM) CITA on Wireless Broadband Technology

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Professional History

TRANSMISSION RESOURCES SDN. BHD
Commercial / Project Engineer

2004 – 2007

Job Description

- Assist Assistant Manager in commercial aspect
- Preparation and compilation of tender documentations
- Preparations of quotations to customers
- Preparation of pricing in tender
- Attending meetings with potential client and consultant
- Designing of proposed site layout plans
- Preparation of proposed & as-built bill of quantity for construction
- Manage the site work (setting up site condition, arranging material, manpower and machinery)
- Monitoring work progress and performances, prepare the work programmed/schedule for the client and sub-contractor
- Handling technical work including supervision
- Liaise with client, consultant and local authority
- Coordinate with main contractor and sub-contractor works
- Certify the Sub Contractor Progress Claim

List of Projects

- MiTV Corporation Sdn Bhd
 - Site acquisition, Design, Supply, Construction, Installation, Commissioning and Integration of 3G UMTS Sites
- Digi Telecommunications Sdn Bhd
 - Design, Construction and Implementation of GSM 1800 sites version 3

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Professional History

ROHAS EUCO INDUSTRIES BHD
Commercial / Project Engineer

2000 – 2004

Job Description

- Assisting the Project Manager in Project Department for TM Touch projects
- Preparation of bill of quantity and as-built of quantity for client (TM Touch)
- Preparation of bill of quantity for sub-contractors
- Certify the Sub-Contractor Progress Claim, budget and cost estimation
- Attending progress meetings with client and consultant
- Prepare and maintain Raw Material Requirements (RMR) for all standard design
- Prepare Internal Production Orders (IPOs) and all related documents
- Develop, Upgrade and maintain design capability and efficiency to higher level
- Develop and maintain design reports, drawings and specifications in accordance to ISO standard filling system
- Involved in inspection and approving prototypes for designs
- Ensure customer's satisfactions
- Attending meetings for on-going projects and at site should there be any defects in structures
- Prepare technical data for bidding purposes
- Assist in reviewing of tender specifications and drawing

List of Projects

- Construction and Completion of TM Touch Projects
- Construction and Completion of Nokia Philippines

Education

1997-2000

Bachelor's Degree – University Science Malaysia (USM) in Civil Engineering

Memberships

- ANSARAKB B18

Interests

- Travelling
- Running (Marathoners)
- Gym, cycling

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References

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