

ZAID AZMAN

Result-focused business development manager adapt at forging new industry path for industry-leading companies. Impact-driven in seeing big picture and utilising creative & innovative solutions, and effectively increase sales volume. Articulate communicator, natural leader and organised team player.



ZAID BIN MOHD AZMAN
35 Years Old, Married
Kajang, Selangor



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Bachelor of Chemical Engineering (Gas) 2007-2011
UTM, Skudai, Johor

ARUS SPEKTRUM SDN BHD (2015 - present)

Manager, Business Development

- Build up **sales** with track record accumulated to **RM2.5mil revenue**, with total solar energy system installed approximately **1.5MW system**
- Represent ASSB in **engagement with strategic partners** i.e MARA, SEDA and ST for applications, design, fundings, testing and commission
- **Prepare, present and execute tender applications** for both residential and commercial buildings for various projects i.e Malakoff Corporation, TNB, Pahang State Government and Universities nationwide
- Manage one of the largest projects; power solar generating 768kW in UTHM Pagoh, inclusive of engineering, procurement, construction & installation and commission

GREEN ECOPOLYMER SDN BHD (GESB) (2013 - 2015)

Marketing Executive

- Marketing roles:
 - i. Lead exhibitions in promoting photo-degradable plastic both resin and end products
 - ii. Prepare paperworks and multimedia presentations for grant applications under MOSTI, MTDC and Cradle Fund
- Actively involved in setting up film blowing machines in respective factory
- Represented GESB in convention such as SME, MITI, PPIPBM etc. to liaise with prospective clients and generate sales leads

BP BUSINESS SERVICES ASIA SDN BHD (2011-2012)

e-STAR Management Trainee

- Enrolled in e-STAR Programme - chosen through open interview among 2,500 applicants nationwide
- Selected to go through SAP consultant examination for ABAP
- Attached to two teams; Build Team in trouble shooting SAP command using ABAP, and Data Team in giving access to contractors for BP projects in Gulf of Mexico and Alaska US.

EDUCATION:

- **Bachelor of Chemical Engineering (Gas) (2007-2011)** Universiti Teknologi Malaysia (UTM), Skudai, Johor
- **Sijil Matrikulasi KPM (Fizik) (2006-2007)** Kolej Matrikulasi Negeri Sembilan
- **Sijil Pelajaran Malaysia (SPM) 2005**

JOB PREFERENCES:

- **Position:** Manager Level preferably in Engagement, Business Development, Marketing, Public Relation, CSR, Project Planning & Management
- **Status:** Full time / Permanent
- **Availability:** 1 month notice

Find out more about me:



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