



Jeyaraj Nair Mallor

Email: jeyarajnm@gmail.com

LinkedIn: www.linkedin.com/in/jeyaraj-nair-89bb4b9a

Phone: +6016-8726767

Nationality: Malaysian (Sarawak)

Current Location: Petaling Jaya, Malaysia

Profile:

With 12 years of experience in various aspects of business development, project management, and operations in the construction and oil & gas industry. Key skills are in developing new markets & customers, educating the market on new possibilities, executing non-standard tasks, sourcing, establishing strategic partnerships, and authority relations. Well experienced in working with both local and international parties.

Industries Involved:

- Oil & Gas
- Energy
- Construction

Skills & Competencies

- Business Development
- Marketing
- Operations
- Project Management
- Customer Relations
- Strategic Partnerships
- Creative Solutions
- Supplier Relations
- Authority Relations
- Modular Scaffolding
- System Formwork
- Steel Structure
- Engineering
- Construction
- Sales & Marketing
- Digitization
- Overseas Experience

Experience:

June 2015 till June 2021:
PERI Malaysia Sdn. Bhd.

Job Titles:

- Head of Sales - Industry
- Business Development Manager
- Product Manager

Responsibilities:

- Lead Business Development and Sales for South East Asia region
- Manage sales team and responsible for achieving sales targets
- Manage engineering to support business development and sales activities
- Lead digitization initiatives of the company
- Product expert for scaffolding, specializing in modular scaffold
- Manage trading activities of tubular scaffold
- Develop sales team's competencies
- Promoting company's formwork and scaffold solutions in current and new market segments (local and overseas)
- Participate and support in exhibitions and product trainings
- Person in charge of government authority liaison
- Managing client relations
- Setting up and managing strategic partnerships
- Lobbying with EPCC contractors
- Sourcing and managing reliable suppliers
- Manage required certifications for products
- In charge as communication point between global HQ and Subsidiary on matters related to digitization and product technical matters

Education:

2018: Masters in Business Administration

2010: Bachelor's Degree in Mechanical and Manufacturing Engineering with Hons.

2005: STPM

2003: SPM

Languages:

- English ● ● ● ● ●
- Malay ● ● ● ● ●
- Tamil ● ● ● ● ●

Major projects involved & revenue contribution:

Project	Year	Revenue Contribution (RM)
Petronas RAPID Project	2017-2019	150,000,000
TRX Development	2017-2020	75,000,000
MRT & LRT Projects	2016-2020	50,000,000
Scaffold Material Trading	2018-2020	5,000,000
Parkland TK Condo, Cambodia	2018	3,500,000
Chamkar & Bakheng Water Treatment Plant, Cambodia	2017-2020	3,000,000
Lotte Chemical Plant Expansion, Pasir Gudang	2018	500,000
Tadmax Pulau Indah Powerplant	2021	500,000
APH Papermill, Mentakab	2021	500,000

Accomplishments:

- Changed the market's acceptance of new technology
- Start and secure business in the oil & gas industry
- Start and secure business in East Malaysia (Borneo)
- Start and secure business in Cambodia
- Significant project proposals in Vietnam
- Start and establish tubular scaffold trading unit
- Set up industrial business unit and manage a pioneer team of 12 people (engineering, sales, site specialists)
- Collaboration with partners to get awarded and successfully execute PETRONAS rescue projects
- Setup collaboration to supply system formwork to Lendlease Group for South East Asia region
- Successful collaborations and partnerships with authorities
- Panel member for creation of national construction regulations
- Successfully execute tasks in uncharted and undefined situations

July 2010 to May 2015:

NAIM Holdings - Oil & Gas Division

Job Titles:

- Senior Project Engineer cum Engineering Manager
- Project Engineer

Responsibilities:

- EPCC project management
- Client liaison
- Engineering department lead
- Manage consultants & subcontractors
- Sourcing and managing suppliers
- Proposals of custom solutions
- Expediting engineering, procurement and construction

Major projects involved with contract value:

- PETRONAS SOGT Project (RM 2.4 billion)
- PETRONAS MLNG Train 9 Project (RM 150 million)

Accomplishments:

- Saved projects costs through alternative proposals while meeting project obligations
- Convincing clients to accept alternative proposals
- Execution of critical activities within schedule
- Successfully execute rescue job for steel structure scopes