

# Muhammad Afiq bin Razali



## Personal Info

### Address

T3-12-1 Lakefront Homes,  
Persiaran Sepang, Cyber 11, 63300,  
Selangor.

### Phone

+60187795460

### E-mail

muhammadafiqrazali@gmail.com

### Date of birth

29 April 1992

References available upon request

Procurement professional extensive experience in Procurement Category Management and Analysis in the leading Telecommunications Company in Malaysia.

- PASSIONATE •
- INTUITIVE •
- RESOURCEFUL •

An engineering graduate who believes in teamwork over talent, kindness over judgement and integrity over loyalty.

## Skills

Category Management:	●●●●●
Negotiation:	●●●●●
Enterprise Resource Planning Software:	●●●●●
Contract Management:	●●●●●

### Languages

English:	●●●●●
Malay:	●●●●●

### Additional Skills

Programming (C, VBA and Python):	●●●
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## Experiences

	<b>CATEGORY MANAGER, GROUP PROCUREMENT</b> <i>Telekom Malaysia Berhad</i>
<b>July 2020 - Present</b>	<ol style="list-style-type: none"><li>1. Manages the Category Sourcing activities focusing on Civil, Electrical and Mechanical equipment and services purchases. Experienced in sourcing and contract management of items and services with a nominal category annual spend of &gt;RM500 million through Direct Negotiations, Tenders as well as RFX and E-Procurements.</li><li>2. Achieved on average RM20 million of realized savings yearly through the management and implementation of category strategies.</li><li>3. Manage and strategize user requirements through constant engagements with end users within the Category Management Working Group to develop and deliver best Sourcing Strategies for optimum balance of cost and performance.</li><li>4. Lead and manage the sourcing activities proposals for approval by the as well as the Company Board.</li></ol>
<b>March 2016 – June 2020</b>	<b>ASSISTANT CATEGORY MANAGER, GROUP PROCUREMENT</b> <i>Telekom Malaysia Berhad</i>
	<ol style="list-style-type: none"><li>1. Assist and manage the implementation of sourcing activities for various purchases focusing within Civil, Electrical and Mechanical (CME) trades.</li><li>2. Given the opportunity by supervisors to lead numerous sourcing activities including CME (Generator Set, Fire Suppression System) and Power Related Equipment (Rectifiers, Batteries, UPS) with purchase values more than RM200 million as part of the career development process.</li><li>3. Manages reporting of Total Cost of Ownership as well as Category Spend and Market analyses for CME and services contracts.</li></ol>
<b>February 2016</b>	<b>MANAGEMENT TRAINING PROGRAMME (MTP)</b> <i>Telekom Malaysia Berhad</i>
	<ol style="list-style-type: none"><li>1. Successfully completed one month long express training program being placed in TM's key operations and business functions (Lines of Businesses).</li></ol>

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## Experience

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- Nov 2014 – Feb 2015**      **Network Planning Intern**  
*Access Network Development (AND), Melaka, Telekom Malaysia Berhad*
- Assisted in technical design for new fiber and copper network cabling and infrastructure for consumer as well as enterprise customers.

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## Accomplishments

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1. Appointed as the Young Digital Talent (Young Padawan) to the Top Managements to introduce the youth's perspective to TM's digital endeavors as well as improving business as a whole.
2. Achieved performance rating of Exceeding Expectations for all six consecutive years (2016, 2017, 2018, 2019, 2020, 2021).
3. TCO Champions Award 2016 – Extended Life Span of Generator Sets.

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## Education & Professional Certificates

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**CIPS Advanced Practitioner Corporate Award**  
*Chartered Institute of Procurement and Supply (CIPS) (2021 – 2022)*

1. Corporate Award

**Bachelor of Engineering, Electrical (Hons.)**  
*University of Queensland (2012 – 2015)*

1. Majored in Power Electronics with Final Year thesis on Networked Passive Radar System using centrally controlled Raspberry Pi's.
2. Additional optional courses include Microeconomics and Macroeconomics.

**South Australian Matriculation**  
*Taylor's College Subang Jaya (2010 – 2011)*

1. Engineering foundation studies focusing on Physics and Engineering Mathematics. Achieved Australian Tertiary Admission Results of 98.65 global percentile.

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## Honors and Awards

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**Dean's List**, School of Engineering, University of Queensland (2012 semester 1 and semester 2)