



📍 23100,Paka,Malaysia

☎ 0199510989

✉ syazanashafie89@gmail.com

PROFESSIONAL SUMMARY

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company. To start carrier with establish company and develop a well-established position within organization. To make use of my interpersonal skills to achieve goals of a company that focuses on customer satisfaction and customer experience. To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills

PERSONAL HIGHLIGHTS 10 years of working experience in SALES industry Experience in event management Passionate to dealing with customers and meeting people Creative and resourceful Work well independently and as a part team. Required minimum supervision Pleasant attitude and able to solve complaining or inquiries immediately Communication easily with people at all levels, able to work under pressure and easy to adapt tone environment. Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and

Norsyazana Shafie

EXPERIENCE

January 2019 - Current

Channel Digi Telecomunication Sdn Bhd

Now I am working as Channel Marketing Manager for Digi Eastern region

- As A CM, I need to focus on prepaid and postpaid business
- Worked with sales teams to make sure that we deliver our target
- Established relationships with channel marketing teams with to leverage resources
- Designed marketing materials specific to help sales team to localized communication to the customers
- Assisted team with logistics determinations for new products or project or program launching
- Monitored and documented all channel activities
- Carefully analyzed marketing results and adjusted as necessary
- Need to know market intelligence for other competitors
- Training and briefing to Sales Team if got any new updates product or project from HQ
- Enhanced working relationships by participating in team-building activities.
- Collaborated with team members to achieve target results.
- Created plans and communicated deadlines to complete projects on time.
- Identified issues, analysed information and provided solutions to problems.

October 2018 - January 2019

Business Development Executive Etika Malaysia Sdn Bhd, Projects •MAEPS

April 2014 - October 2018

Business Sales Development Sales Executive Nestle Products Sdn Bhd, Demo Sepetang

- Bersama Nestle Chef
- Docello with Ibu Tunggal and Online Bakers and Homemade Bakers
- Cooking Demo with Wholesalers Owner

July 2013 - March 2014

Sales Executive Vistana Hotel Kuantan

- Taking care corporate company for event@ hotel

August 2012 - May 2013

Sales Executive Easy RHB Bank Paka

EDUCATION

June 2012

Bachelor Science of Hotel | Management, service UITM Dungun, Kuala

June 2010

provide excellent service. Trustworthy with 10 years of practical experience and dedicated work ethic. Self-motivated to consistently provide first-class results in line with stringent targets and deadlines. Motivated with 10 years of progressive experience. Energetic self-starter and team builder. Navigates high-stress situations and achieves goals on time and under budget.

CORE QUALIFICATIONS

- 19839046
- Current Salary : RM 7,450.00
- Allowance : RM 3500.00
- Expected Salary : RM 9,000.00 (Negotitate)
- Transportation : Car
- PC knowledge: Microsoft Office (Word, Excel, Teams, Outlook & Power Point) OBJECTIVE
- Communication skills
- Marketing
- Problem-solving

Diploma | Hotel Management UITM Dungun

Dec 2009
Sek Men Keb (A) Kuala Abang

REFERENCES

1. Nurul Hanum Director Of Sales Vistana Hotel Kuantan,Jalan Teluk Sisek, 25000 Kuantan Tel: 019-9883897
2. YEOW KOK MENG Regional Sales Manager Nestle Products Sdn Bhd East Cost No 4, Jalan IM 3/7 Kawasan Indera Bandar Indera Mahkota 25200, Kuantan, Pahang H/P: 012-5123188
3. HUANG TIAN CHEH Operation Sales Manager SGH Edaran (M) Sdn Bhd No 661, Jalan Perusahaan Parit Buntar, Perak H/P: 012-4819507
4. Inderjit Sigh Regional Manager Etika Malaysia Sdn Bhd H/P: 017-9882024

LANGUAGES

- Bahasa Malaysia
- English

ACCOMPLISHMENTS

- Recognised by management for projects delivering outstanding results
- Create Digi Eastern Open Channel to communicate to local community about Digi product
- Create 1 Pager sales pitch for customers and put in dealers shop
- Pos Betau Project (Manage to recruit 6new TP from 10 Prospect)
- Create Digi Next 15 Video for Pahang
- Market sweeping together with sales team to find new TP (Q3 project)
- -Pager sales pitch to Pahang team (Digi Next 15 Unlimited Youtube)
- Video of Digi Next unlimited 35 & 55 was released in Terengganu to support this new product (together with SS - Zul)
- Digi Next 15's video released for Pahang to create awareness "value for money" to customers (Together with SS - James)
- - Create 1 pager sales pitch together with SM (Digi Next 35 unlimited and 40GB, Digi Next 15)
- The only CM that do FB live for nationwide project in FB Page Masak Ape Tak Jadi
- Create short videos for Northern and Eastern as a sales pitch to promote about digi products and put in FB and share to local group community
- was a speaker for product briefing during roadshow and event ofJelajah Aspirasi Keluarga Malaysia - talked about products, promotions and engaged with customers
- was a speaker for motivation speech at university of malaysia kelantan (UMK) - talked about entrepreneurship for new students intake
- produced UL40 Video for Eastern and been using for nationwide
- was a presenter for online Sales townhall (in conjunction with university) - briefed and shared experience about event engagement with university of malaysia kelantan, university of malaysia terengganu and uitm of kota bharu

