



PROFILE

Over 10 years' experience in Renewable Energy related fields, having developed, managed and reviewed projects utilizing different types of Renewable Energy technologies including Solar Photovoltaic, Onshore and Offshore Wind Farm, Waste to Energy, Small Hydro, Biogas and Biomass.

An accomplished commercial manager with understanding of the interaction between contracts and its commercial outcomes. Practical experience in project development from initiation to financial closure and a competent financial modeler in greenfield, brownfield and merger and acquisitions projects. Skilled in building innovative business scenarios and providing tactical business solutions.

PERSONAL INFORMATION



01 April 1987



Malaysian



Married



Excellent, Non-smoker

MOHD HILMI BIN HASNI

MANAGER – BUSINESS DEVELOPMENT

EDUCATION

Bachelor of Science

Monash University
Feb 2006 – Nov 2009

Monash University Foundation Year (MUFY)

Taylor's College
Mar 2005 – Dec 2005

Sijil Pelajaran Malaysia (SPM)

Sekolah Menengah Kebangsaan Subang Utama
Jan 2004 – Dec 2004

WORK EXPERIENCE

Manager – Business Development

Cypark Resources Berhad

Aug 2022 – Present

- Lead business development unit for new renewable energy project (solar, biogas, biomass, hydro).
- Opening up new business opportunities for the company by capitalizing current available assets/ongoing project of the company.
- Prepare, modify, amend financial model to suits project business model offering.
- Manage and seek the necessary approval require for bid submission (management & board approvals)
- Focal person and establishing good communication channel with relevant stakeholders (internally or externally) to ensure smooth project implementation.
- Lead negotiation with external stakeholder to finalize relevant agreement (EPCC, Land Lease, Offtake agreement)

Assistant Manager, Commercial – Business Development

Malakoff Corporation Berhad

Apr 2018 – July 2022

- Supervise and lead support team to execute bid/tender exercise for the large-scale solar projects.
- Led commercial aspect of project development including contract negotiations.
- Liaise and manage relevant stakeholders, joint venture partners and government agencies to ensure smooth project implementation.
- Undertake studies for new business opportunities and business model in Renewable Energy.
- Oversee projects and department budgetary activities.
- Explore merger acquisition potential opportunities for the company.

CONTACT

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ADDRESS:

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Seksyen 8, Kota Damansara,
47810, Petaling Jaya, Selangor.

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MOBILITY

Possesses own car
Willing to travel

LANGUAGES

Malay : Fluent - Native
English : Fluent 8/10

REFERENCES

Hema Selanduray

Assistant Vice President – Business
Development
Malakoff Corporation Berhad
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hema.selanduray@malakoff.com.my

Kamarulzaman Bin Sulaiman

Chief Financial Officer
Muscat City Desalination
Company
Tel : +968 2413 0830
Email :
kamarul.sulaiman@mcdcoman.com

Senior Executive, Commercial - Ventures

Malakoff Corporation Berhad

Apr 2013 – Apr 2018

- Responsible to implement and manage project from initiation stage to financial closure.
- Conduct preliminary assessment, due diligence and assessing financial analysis for project opportunities presented for investment whether greenfield, brownfield or M&A projects.
- Engage and manage project appointed advisors to ensure deliverables are delivered in timely manner and meeting project's expectations.

Executive – Green Technology

Malakoff Corporation Berhad

Mar 2010 – Apr 2013

- Strategize the company's new entry into Renewable Energy.
- Devise financial models in the Renewable Energy fields for projects internal due diligence and assessments
- Present internal findings and project proposals to management for consideration.

ACHIEVEMENTS

- Successfully awarded Feed-in-Tariff ("FiT") based on competitive tender for two biogas projects in Malaysia with a total capacity of 3 MW in year 2022
- Successfully finalize the acquisition of a vacant land for the company land bank for future development in compliance with the necessary authority requirements by Bursa Malaysia, Suruhanjaya Securities in year 2020
- Successfully awarded Feed-in-Tariff ("FiT") based on competitive tender for two small hydro projects in Malaysia with total capacity of 55 MW in year in year 2019
- Selected as one of the shortlisted bidders for the development of a 1000tpd Waste-To-Energy Project in Kepong, Kuala Lumpur in year 2017
- Awarded and finalized a M&A exercise for the acquisition of 50% share in a 410MW Onshore Windfarm project located in Australia in year 2013

SKILLS

Problem Solving	85%
Decision Making	80%
Critical Thinking	75%
Teamwork	95%
Stakeholder Management	80%
Financial Model	80%