

Teoh Swee Hock

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Kemuning, 40460 Shah Alam

Key skills

Strong analytical skill with hands-on understanding spend data. Well verse in developing and executing category strategies. Great team player, pragmatic and casual at the same time.

Education

Bachelor of International Business Management (Hons)

Universiti Utara Malaysia
2nd Class Upper CGPA 3.37
2001

Diploma in Marketing

Politeknik Sultan Abdul
Halim Mu'adzam Shah
CGPA 3.72
1998

Summary

Advocate of the bamboo philosophy; strong in the roots, simple construction, impenetrable as clumpers, all growing towards single direction. Strong believer in the power of simplification, collaboration and courageous fact-based decision.

Knowledge fountain in Strategic Sourcing, Category Management, Operational Sourcing, Supply Chain, Negotiation and Contract Management. 20 years of working experience specialised in Sourcing spanning multi-industries across Malaysia, China and Australia.

Born in October 1977, married and blessed with 2 lovely daughters. Passionately into bedtime story, family bonding and seeing them growing up. Picking up woodwork and enjoy strolling in the outdoor.

Career history

STRATEGIC SOURCING MANAGER at Ericsson (M) Sdn Bhd
Mac'18 – To date

Oversee strategic sourcing activities in Site Product category for Ericsson Malaysia and Ericsson Thailand

Key responsibilities

- Managing annual spend of USD 14mil.
- Responsible for strategic sourcing, spend management, commercial negotiation and supplier relationship management.
- Escalation point for supply, operation and commercial issues.
- Collaboration and managing stakeholders.
- Pre-sales opportunities engagements.

Trainings

- Leading Virtual Team
- Core 3 Certification
- Leadership for Professional
- Leadership Core Curriculum
- Advanced Contract Risk Management
- Incoterm 2010
- Six Sigma
- Sourcing Methods
- ISO for Internal Auditors
- Negotiating with Suppliers
- Effective Communication
- Influencing for Success

STRATEGIC SOURCING MANAGER at Ericsson Australia Pty Ltd
Feb'16 – Feb'18

Oversee strategic sourcing activities in Site Product category for Ericsson Australia.

Key responsibilities

- Managing annual spend of AUD 21mil.
- Responsible for strategic sourcing, spend management, commercial negotiation and supplier relationship management.
- Escalation point for supply, operation and commercial issues.
- Collaboration and managing stakeholders.
- Support pre-sales opportunities.

SOURCING CATEGORY MANAGER at Ericsson (M) Sdn Bhd
Apr'08 – Jan'16

As a Site Solution Regional Category Lead, oversee and provide expertise support local sourcing in 7 countries; Thailand, Indonesia, Singapore, Bangladesh, Vietnam, Philippines and Australia.

Key responsibilities

- Managing annual spend of USD 45mil.
- Run regional programs to synergize and leverage on the needs from local sourcing.
- Provide support to local sourcing with Regional strategies and RFQ events in local-specific requirements.

PROJECT SOURCING MANAGER at Flextronics R&D Shenzhen
Sep'07 – Mac'08

Leading a sourcing team to working hand in hand with R&D teams to spec-in best in class BOM for digital camera.

Key responsibilities

- Responsible of BOM cost for every NPI projects in the pipeline.
- Liaise with Global Sourcing to leverage the best component price.
- Vendor management concentrating on key component vendors.
- Ensure smooth handover from project team to mass production.

SOURCING MANAGER at Huawei Technologies, Shenzhen

June'06 – Aug'07

Sourcing electronics components for radio equipment in Huawei's manufacturing plant that supplies globally.

Key responsibilities

- Responsible for resistors commodity with annual spend value of USD 11mil.
- Heavily into vendor management, vendor audit and new vendor qualification.
- Cost reduction initiatives, securing supply and coordination of delivery/quality issues.

PROCUREMENT EXECUTIVE at Flextronics Technology Sdn Bhd

May'04 – May'06

SOURCING OFFICER at Sony Supply Chain Solutions Sdn Bhd

Oct'01 – Apr'04

References

Lee Kok Meng [+6012 282 8281]
 Joseph Chandran Michael [+6012 200 0799]
 Yan Yap Liang [+6012 271 7900]

Availability

2 months' notice

Expected Salary

MYR 18,000