


CURRICULUM VITAE

WEE LIANG SHUAN

 NO. 40 JALAN SETIA IMPIAN U13/6J
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MALAYSIA



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 shuanw888@gmail.com

Full Name Wee Liang Shuan

Title Category Manager

Area of expertise (Procurement) - Category Management
(Sales & Service) - Retail Channel Productivity & Efficiency
(Network) - RF Planning & Optimization and Operations & Maintenance

Working Experience 22 years

Personal info Nationality: Malaysian Age: 43
Country of residence: Malaysia Gender: Male

Profile I successfully completed my Master of Business Administration (MBA) postgraduate degree from Victoria University, Melbourne in 2011, complementing my vast technical skills and knowledge with a solid business education thus sharpening my abilities to visualize solutions to challenges faced by an organization from both business management and technical perspectives.

My areas of expertise are Category Management (**Procurement**), Retail Channel Management (**Sales & Service**), RF Planning & Optimization and Database Configuration & Management (**Network**). I have worked in both local and international projects providing my expertise for top telecommunication service providers in their respective countries.

I have thus far gained a total of 22 years of working experience, leading, coordinating, and executing plans & projects to success.

Languages Spoken : Fluent English, Malay and Chinese
Written : Excellent command of English and Malay

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Curriculum Vitae – Wee Liang Shuan

Work Experience & Skills

Maxis Malaysia (Feb 2019 - present) :

**Maxis Berhad Malaysia – Finance & Strategy
(Indirect Procurement)
Category Manager**

Works closely with Category Head to deliver on projects and initiatives

Category strategy development, sourcing initiative formulation and execution

Formulate strategy for tendering, negotiation and selection of suppliers by conducting detailed supply market analysis and generating category and supplier profiles

Expertise in managing and communicating with suppliers

Strategy definition and communication:

Develop category sourcing strategies

Conduct internal category profiling (i.e., spend analysis, specification consolidation) to identify potential levers to lower total cost

Conduct supply market analysis to evaluate supplier capabilities, assess potential areas of risk and identify new feasible suppliers

Tendering, negotiation and contract management:

Support the category sourcing activities e.g. analysing supplier bids and proposals conducting advanced, multivariable cost regression analyses

Support the category tendering process: develops supplier lists, prepares tender documents, follows up on submissions, evaluates submissions, etc.

Supports in the development and implementation of sourcing contracts

Supplier relationship management (SRM):

Supports the Performance Reporting Specialist(s) in the collection of supplier performance data from the business and suppliers

Captures insights from market analysis to support stakeholder innovation, to mitigate risks for Maxis and to amend category strategies to deliver additional value

Performance reporting and compliance:

Supports the development of category performance reports, conducting complex sourcing baseline analysis and assessing category benefits and key performance metrics

Promotes compliance across the business on policies, processes and procedures

Implements e-Sourcing techniques and engaging with suppliers who provide e-catalogues

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Expert analytical thinking skills and adept at analysing and synthesising complex data to develop valid recommendations

Advanced relevant computer skills (MS Office, ERP systems, e-procurement systems, including Ariba and SAP)

Advanced analytical expertise including Excel and Access

Category knowledge and experience relevant to telecommunications and the categories in scope of responsibility

Maxis Malaysia (Sept 2013- Jan 2019) :

**Maxis Berhad Malaysia – Sales & Service
(Retail Channel Productivity & Strategic S&S Programmes)
Specialist**

- Perform Analytics with quantitative and qualitative insights to drive Channel Productivity and Efficiency with improvement initiatives that are aligned to the company's AOP
 - Review and Analyse financial data to seek opportunities and provide insights on reducing cost to serve at stores to improve ROI for stores
 - Identify internal and external opportunities for revenue growth and/or cost management. Manage Retail OPEX budget of RM27mil utilizing negotiation skills and strategy alignment
 - Drive strategy and provide innovative solutions to simplify process by implementing best practices from across industries in retail stores to improve channel efficiency and productivity.
 - Critically evaluate the productivity of labour (both permanent and contract) in retail stores and implement programs to increase the productivity by re assigning the freed labour to drive sales
 - Identify and evaluate transaction types at retail stores that can be centralized so as to reduce the transaction time which will improve the customer experience. (e2e Self Serve Kiosk SSK project)
 - Managing multiple external vendors on SSK (Opensys), on Cash in Transit (CIT), and on retail systems
 - Drive entrepreneurship spirit of HoMC's to transform MC from a cost centre into a Profit Centre
 - Review Tenancy Agreement for store rentals and provide inputs from Retail working with Legal and Property Management teams to finalize requirements
 - Lead for Retail Technology for next generation of Retail Store assessing and POC suitable technologies for unmatched customer experience and engagement + efficient store operations
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Maxis Malaysia (June 2011- Sept 2013) :

Maxis Berhad Malaysia – Radio Access Engineering (KV RF Planning, Design & Optimization) Principal Engineer

- Lead of KV2 region (703/535/50 3G/2G/LTE sites) and RF Fundamentals and Planning
- Manage and drive RF engineers to achieve coverage and capacity improvement objectives through new site rollout and reengineering works
- Manage budgeting of CAPEX and OPEX spending by executing ROI analysis and understanding business financial needs
- Manage AOP site built through PCL consolidation from multiple drivers such as Sales and GeoM AOI's, Customer complaints and Engineering AOI's
- 2G and 3G DCR improvement and daily performance monitoring
- Plan, Design, Survey, TIC, up to new site BIS and Optimization responsibilities
- Special Events coordination, MCV deployment and engagement with customers on the ground
- Parameter standardization, tuning and neighbour relation management
- Working closely with other business units : Sales, MBS, GeoM, Service Management to come up with engineering solutions that achieve technical and financial feasibility
- Holistic plans and solutions (Reengineering, bi-sector, antenna relocation) to make good AOI's – PJ Sect 13, Bangsar South City, Bangsar, Universiti Malaya, Kepong, Kota Damansara
- Involved in formulating and execution of radio network strategy
- Manage ERL (Express Rail Link) RF improvement initiative
- Performing correlative trending and profiling analysis to understand possible demand and growth scenarios
- New solutions project lead:-
 - Common Antenna Sharing (CAS)
 - Hybridflex Cable Feeder
 - 33deg antenna on highways
 - Femto Cell over Wimax on board ERL
 - UMTS 900 rollout

Actix Malaysia (August 2010 – June 2011) :

Actix Sdn Bhd Malaysia – Mobile Network Analytics and Optimization Technical Account Manager

- Own and manage the technical relationship to ensure customer satisfaction while achieving Actix' business objectives
 - Developing account plans providing input based on an in depth technical
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understanding of:

- Market drivers and trends
 - Key account drivers / initiatives
 - Account organizational structures
 - Actix' business objectives, solution capabilities and Roadmap
 - Competitive products / solutions
- Executing account plans by:
 - Developing a network of key technical contacts and sponsors
 - Understanding the competing drivers and motivations within the account, and Qualifying opportunities from a technical perspective
 - Analyzing the processes to identify where Actix' solutions can add value
 - Quantifying the value of the solution using ROI analysis and provide technical inputs to solution proposals

Multi Wireless Malaysia (August 2009 – July 2010) :

Multi Wireless Malaysia – Telecommunication Telecom Manager

- Responsible to lead and build a team of multi-talented engineers to provide end to end telecommunication solutions – CME/ICI/RF-OPTI/IBS/DT capable
- Manage resource planning
- Manage and implement company business plans
- Manage commercialization of in-house software solutions
- Responsible for business development and overseas expansion of company
- Ensure Business Plan, Profit and Loss, and Return of Investment are on target
- Manage sourcing of capital funding for company
- Provide technical advice and roadmap building for the R&D of in-house software
- Drive and motivate teams

U Mobile Malaysia (Feb 2009 – July 2009) :

U Mobile Malaysia – RF Planning & Optimization 3G (WCDMA) RF Planning & Optimization Senior Engineer

- Responsible to design radio network to meet roll-out due date and marketing objectives in line with Radio network planning goal and KPI
 - Conducts site survey and provide final RF system and node B design to implementation team.
 - Prepare Radio design, network capacity requirements and Node B design proposals. Recommendation of site selection and acceptance. Create and implement LAC, scrambling code, frequency and luB designs
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- Daily monitoring of key stats to detect discrepancies and implement site re-engineering (e.g. Uptilt/Downtilt antenna) to resolve problems
- Understanding and ability to analyze statistics using Ericsson's RAN PM counters – Performance areas of Accessibility, Retainability, Integrity, Mobility, Utilization and Availability.

Motorola Kuwait (April 2006 – December 2008) :

MOTOROLA Kuwait NSP - Networks & Enterprise Support Services BSS/Configuration Management Database Consultant

- Provide Database & Technical Support for the Operations & Maintenance of Kuwait's ZAIN (formerly MTC-Vodafone) 2G & 2.5G (GSM/GPRS/EDGE) Network – (customer facing role).
- Achieved customer's confidence and satisfaction by successfully creating and bringing into service two new BSC's and four RXCDR's ahead of schedule.
- Achieved customer's target by successful creation and bringing into service of eighteen H2mini's in 1 day, in time for Kuwait National Elections 2006.
- End to end troubleshooting and analysis of problems & faults 2G/3G (MSC through RAN/BSS system) – both Circuit Switch and Packet Switch.
- Conducted in-depth study of feasibility to build new BSC(s) and presented to customer to allow smooth expansion activities
- Creation of new site (RXCDR/BSC/BTS) database for integration/commissioning.
- Team lead coordinating MSC/BSS/Optimization teams during implementation of re-parenting/re-homing and CIC expansion activities.
- Management, Configuration and Database creation and support for BSS/MSC change requests, re-parenting activities (Swap site LAC/ OLM).

Maxis Malaysia (October 2000 – April 2006):

MAXIS Broadband – Technical Support Transmission & Mobile (TSTM) BSS Senior Systems Engineer - (Motorola BSS Team Lead)

- A team leader & team player. Lead a multi department team and successfully coordinating them to achieve objectives on target.
 - Provide Technical Support for the Operations & Maintenance of Maxis' 2G & 2.5G (GSM/GPRS/EDGE) Network.
 - Part of the Network Engineering & Operations (NEO) team providing expertise in 2nd level Technical Support/Solutions, Performance Monitoring and Vendor Management.
 - Team lead on new Major Software Release (New feature testing & Network wide rollout) , Point Release upgrades & rollout. Smooth network wide transitions from GSR 5 to GSR 6, up to GSR 7 (1760.14) upgrades.
 - Provide total network performance management and Network Fault Investigation and Resolution.
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Awards	<u>Maxis Monkey Award</u> for outstanding contributions to Finance & Strategy team (2020)	
	<u>Maxis Great Award (Digital Whiz)</u> for outstanding performance (2017)	
	<u>Spot Award</u> for excellent contributions to Maxis (2011)	
	<u>BRAVO Award</u> for above and beyond performance contribution to Motorola (2007)	
	<u>Spot Award</u> for excellent contributions to Maxis (2006)	
	<u>Spot Award</u> for excellent contributions to Maxis (2002)	
Education	<u>Spot Award</u> for excellent contributions to Maxis (2001)	
	Victoria University, Melbourne (Australia)	2009 – 2011
	Master of Business Administration	
Education	University Of Northumbria at Newcastle (UK)	1997 – 2000
	B.ENG. (Hons.) Electrical & Electronic Engineering	
Education	Sek. Men. Laki-Laki Bukit Bintang, Petaling Jaya	1994 – 1996
	Sijil Pelajaran Malaysia ('O-levels')	
Personal Values	Self-motivated, diligent, independent and result-oriented with excellent interpersonal communication skills. Focused on the job. Able to adapt and function effectively, be it in a team or individually assigned project/environment. Willing to travel extensively and work long hours, as and when required, in order to achieve project/customer target(s)	
References	Cheng Mien Gee	
	Head of Group Procurement	
	RHB Banking Group	
	+6017 8811122	
	Kelum Weliwatta	
	Head of Branded Channel Operations	
References	Maxis Broadband Sdn Bhd	
	+6012 2000811	
	Tan Cheong Tatt	
	Head of Enterprise Customer Experience and Commercial Management	
	Maxis Broadband Sdn Bhd	
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