



Mohammed Feizal Samat

PROFILE

Graduated at the end of the year 2000 in Information Technology from UiTM.

Started as a web programmer and has steadily move up and fulfilling many roles with various organizations.

I have attended EC-Council's CCISO Information Security Management Training Program in 2018. I am also finalizing my MBOT certification in the field of Information Technology.

All the years has made me an experienced sales and business development professional with demonstrated strengths in customer service, strategic thinking, and planning. Excellent at identifying customer needs and turning them into opportunities. A collaborator and communicator with knowledge in business.

CONTACT



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EDUCATION

Executive Masters in General Management (Oct 2018)

Asia e University, Kuala Lumpur

Bachelor of Information Technology (Nov 2000)

UiTM Shah Alam, Selangor

Advance Diploma in Information Technology (Dec 1998)

Akademi Infotech MARA, Kuala Lumpur

REFERENCES

- 1: Zaridan Ridzuan
Chief Executive Officer
DNeX Solutions Sdn Bhd
012-2118851
zaridan.ridzuan@dnex.com.my
- 2: Mohd Norazlan Mohd Maidin
Senior Manager
Strategic HR Business Partner
Dagang NeXchange Berhad
019-2661543
norazlan@dnex.com.my

CERTIFICATIONS

- Graduate Technologist – MBOT 2021
- TrendMicro OfficeScan 2017
- TOGAF 9 – 2016
- VMware VSP & VTSP – 2015
- Trace Anti Bribery Course – 2015
- ITIL Foundation v3 – 2009
- ICND 1 – 2008

RECENT EXPERIENCE

Senior Technical Consultant (Nov 2022 – May 2023)

Kollect Systems Sdn Bhd

Managerial Role

- Primarily act as a Solutions Architect.
- Oversee new project deployment, engage new customers through information gathering.
- Managing a team of data scientists and programmers to create new solutions driven by taking existing data and predicting the probability of customer default.
- Participate in networking sessions, events, conceptual presentation to customers.
- Lead team meetings, assign tasks and manage team members' schedule.
- Cultivate collaboration among different pillars within the company.

Head of Business Development (October 2014 – July 2022)

DNeX Solutions Sdn Bhd

Managerial Role – Head of Business Development & Solution Selling

- Managing a team of solution-driven personnel who are responsible for engaging new opportunities through tenders and non-tenders' activities.
- Participate in networking sessions, events, conceptual presentation to customers.
- Lead team meetings assign tasks and manage team members' schedule.
- Cultivate collaboration among different pillars within the company.
- Embark in change management activities in projects.
- Spot organizational inefficiencies and quickly devised a solution by enhancing workflows and processes from initiation to closing of any opportunities.
- Ensure all projects are completed in a timely manner.
- Ensuring team members are engaged with a balance combination of tenders and initiative-taking opportunities.
- Engage with Management Team for overall business opportunities.
- This has led to numerous interesting opportunities such as IT Outsourcing, Infrastructure deployment, Big Data Analytics and Data Warehouse to name a few with an average of 15% margin.

Managerial Role – Solution Unit

- Managing a team of Solution Architects responsible for the overall solution preparation, preparing bid submissions, engaging service providers and pro-active engagements.
- Managing assignments and ensuring all team members are kept busy with a mixture of tenders and initiatives.
- Enhanced the workflow and processes of the team to initiate opportunities and tender responses.
- Plan sales opportunities with sales team.
- Engage with Management Team for overall business opportunities.

Solution Architect Role

- Technical sales role.
- Created scope of work and pricing for all IT proposal.
- Learn new technology and determine the correct application and resource for any opportunity.
- Identify/create sales opportunity based on understanding the clients' business environment.
- Work with technology partners to ensure completeness of a proposal.
- Lead technical presentations and any technology queries.
- Co-lead sales engagements with Account Managers.
- Engage with various working levels to understand and propose the best solution.

Account Manager (September 2011 – October 2014)

Mesiniaga Alliances Sdn. Bhd.

- Technical sales role.
- Created scope of work and pricing for ITO & managed services.
- Determining the correct resource for an opportunity.
- Ensure timely up keeping of data within the repository.
- Post-sales handover of won deals to project manager.
- Identify/create sales opportunity based on understanding the clients' business environment.
- Create value added proposals called CPU to help penetrate and create awareness to clients.
- Work with other solution group to ensure completeness of a proposal.

OTHER WORKING EXPERIENCE

COMPANY NAME	POSITION	DATE JOINED	DATE LEFT	REMARKS
Dell Global Business Center Sdn. Bhd.	Inside Solutions Architect	November 2010	September 2011	I coordinate the various technology and solutions within Dell in accordance with customer requirements. In addition, I will also QA my peers' solutions as well as prepare the services pricing. Keep track of all submitted proposal and handover to implementation team upon success of the proposal. I took care of Australia and New Zealand and was the Lead ISA for Indonesia . I have won several projects and received commendation for a project in Australia.
Mesiniaga Berhad	Solutions Architect	January 2008	October 2010	Coordinate the various technology and solutions within Mesiniaga and act as technology advisor to clients . Keep track of all submitted proposal and handover to implementation team upon success of the proposal. Part of the scope is also to familiarize with new technologies and IT trends.
BERNAMA Systems & Solutions Advisor Sdn. Bhd.	Senior Sales Engineer	August 2003	January 2008	Responsible to find new emerging business for BESSAR to capitalize BESSAR's resources and capabilities especially in solutions and financial sector.
Eastern Systems Design (M) Sdn. Bhd.	Marketing Executive	June 2002	August 2003	IT Security Systems, Sophos Anti-virus, Secure SSL, User authentication systems, product development and market ESD's smart card reader product for ePerolehan including the installation CD and packaging.
Pernec Multimedia R&D Centre Sdn. Bhd.	Software Developer	January 2001	June 2002	Part of the pioneering local programming and architecting team at PMRDC for the design and implementation of the National eServices Project (now MyEG).

NOTABLE ACHIEVEMENTS

I was selected by the Ministry of Information ICT Department to be a part of the member in drawing a 5-year ICT Plan in 2005 responsible for the maintenance of ICT related systems for both hardware and software.

Collectively, I have helped to secure projects in my capacity as a sales engineer and as a solutions architect. Some of my notable achievements are listed below:

BERNAMA Systems and Solution Advisor Sdn. Bhd.	<ol style="list-style-type: none"> Project: Supply, delivery, installation, testing & commissioning of Internet Broadcasting System for the Department of Broadcasting Malaysia (RTM) Client: Ministry of Information Role: Sales - Technical, Pricing, Building RFP, Presentation, Network Solution, Map Client Satisfaction, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Supply, install, test, commissioning and maintaining servers, computers LAN, WAN for Ministry of Information, nationwide offices Client: Ministry of Information Role: Sales - Technical, Pricing, Building RFP, Presentation, Network Solution, Map Client Satisfaction, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Supply, develop, test teaching courseware for Secondary school for Ministry of Education Client: Ministry of Education Role: Sales - Technical, Pricing, Building RFP, Presentation, Network Solution, Map Client Satisfaction, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Supply, Installation, Testing and Commissioning of Broadcast Equipment for RTM'S Regional Radio Stations Client: Radio Television Malaysia Role: Sales - Pricing, Building RFP, Presentation, Network Solution, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Supply, Installation and Testing of the Local Area Network (LAN) at International Broadcast Centre Client: Ministry of Information Role: Sales - Pricing, Building RFP, Presentation, Network Solution, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Pembangunan Sistem Mesyuarat Pemilihan Bersama IPTA (SMPB-IPTA) Bagi Pengurusan Permohonan Kemasukan Pelajar Ke IPTA. Client: Ministry of Higher Education Role: Sales – Document Proposal, Sourcing, Technical Issues, Pricing, Building RFP, Presentation, Network Solution, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. 	<p>RM 1.8 mil</p> <p>RM 2.3 mil</p> <p>RM 3.2 mil</p> <p>RM 4 mil</p> <p>RM 1.4 mil</p> <p>RM 0.9 mil</p>
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Mesiniaga Berhad	<ol style="list-style-type: none"> Project: Worldwide Maintenance for Jabatan Imigresen Malaysia Client: Jabatan Imigresen Malaysia Role: Solutions Architect - Technical, Pricing, Building RFP, Presentation, Network Solution, Map Client Satisfaction, Tender Response and Bidding, 3rd Party Negotiation and Co-ordination. Project: Commissioning of New Office Infrastructure Client: 1Malaysia Development Berhad Role: Solutions Architect – Designing & Building RFP, Presentation, Network Solution, Map Client Satisfaction, 3rd Party Negotiation and Co-ordination. Project: MAMPU Data Center Client: Unit Pemodenan Tadbiran dan Rancangan Pengurusan Malaysia Role: Account Manager – Pricing, Negotiation, Contract Preparation, Managing Client and Vendor Expectations. Project: JANM Data Center Consolidation Client: Jabatan Akauntan Negara Malaysia Role: Account Manager – Pricing, Negotiation, Contract Preparation, Managing Client and Vendor Expectations 	<p>RM 24 mil</p> <p>RM 12 mil</p> <p>RM 37 mil</p> <p>RM 18 mil</p>
Dell Global Business Center Sdn. Bhd.	<ol style="list-style-type: none"> Project: Regional Data Center Upgrade Client: Opus Print Group Role: Inside Solution Architect – Pricing, Vendor Negotiation, Vendor Expectations, Coordination work between Sales and Technical, Proposal Preparation. 	<p>AUD 1.8 mil</p>
Mesiniaga Alliances Sdn. Bhd.	<ol style="list-style-type: none"> Project: Site Readiness Audit & Compliance Client: Western Union Payments Malaysia Sdn. Bhd. Role: Account Manager – Pricing, Scope of Work creation, Workflow & Systems evaluation, Coordination work between Sales and Technical, Proposal Preparation. Project: ITO - Managed Services Client: Multimedia Development Corporation Sdn. Bhd. Role: Account Manager – Pricing, Vendor Negotiation and Coordination work between Sales and Technical, Proposal Preparation. Project: ITO - Managed Services Client: Axiata Group Berhad Role: Account Manager – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation. Project: ITO - Managed Services Client: Mesiniaga Berhad Role: Account Manager – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation. 	<p>RM 1 mil</p> <p>RM 4.5 mil</p> <p>RM 3.2 mil</p> <p>RM 0.9 mil</p>

	<p>5. Project: ITO - Managed Services Client: Medini Iskandar Malaysia Sdn. Bhd. Role: Account Manager – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 3.8 mil
DNeX Solutions Sdn. Bhd.	<p>1. Project: Network Monitoring System Client: Jabatan Perangkaan Malaysia Role: Business Development/Solution Architect – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 0.5 mil
	<p>2. Project: Supply, Install and Deliver ICT Equipment Client: Selgate Healthcare Role: Business Development/Solution Architect – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 0.6 mil
	<p>3. Project: Enterprise IT Infrastructure Client: Majlis Agama Islam Selangor Role: Business Development/Solution Architect – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation. Presentation to customer, technical evaluation with appointed advisory panel.</p>	RM 14.7 mil
	<p>4. Project: Enterprise Networking Client: Hospital Pengajar UPM Role: Business Development/Solution Architect – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 8.6 mil
	<p>5. Project: BDA KeTSA Client: Kementerian Tenaga Dan Sumber Asli Role: Business Development – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 5.6 mil
	<p>6. Project: Data Warehouse Client: Department of Statistics Malaysia Role: Business Development – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation. Part of the Change Management Team by engaging stakeholders, prepare change plan, organize and execute change activities.</p>	RM 14.5 mil
	<p>7. Project: ITO – Managed Services Client: Touch N' Go Sdn Bhd Role: Business Development – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 2.3 mil

	<p>8. Project: ITO – On Demand Managed Services Client: UTM Holdings Sdn Bhd Role: Business Development – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 0.2 mil
	<p>9. Project: PDSA@Central Client: MAMPU Role: Business Development – Pricing, Resource Planning, and Coordination work between Sales and Technical, Proposal Preparation.</p>	RM 47.2 mil