

Izzarin b. Abd Jalil  
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47120 Puchong, Selangor.  
izzarinabdjalil@yahoo.com  
HP: 019.211.2102

Mon, 14<sup>th</sup> Aug 2023

THETA EDGE BERHAD  
Lot 11B Jalan 223 Seksyen 51A  
46100 Petaling Jaya, Selangor.  
Attn: **Human Resource Dept**

Dear Sir/Madam

**APPLICATION FOR "HEAD OF TECHNOLOGY" VACANCY**

I have a strong interest in taking up a career challenge with your organisation.

I am self-motivated, a team player and have proven track record in leading and coaching talents in technology services company.

Currently, I'm working as Business Director with Impressive Communications Sdn Bhd since Dec 2020, responsible for the company P&L, sales, product and project delivery management.

I also have managerial working experience with HeiTech Padu Berhad, EA Holding Berhad, Avnet Inc, Hewlett-Packard and IBM Software.

A forward thinker, a good listener and a lifelong learner who embraces continuous improvement with infinite mindset.

With this letter, I enclose a copy of my resume to give you further details about my experience.

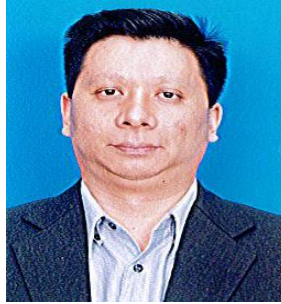
I'll certainly appreciate any reply from you.

Thank You

Yours Sincerely,

A handwritten signature in black ink, appearing to be 'Izzarin' with a stylized flourish at the end.

IZZARIN B. ABD JALIL



Izzarin Abd Jalil  
Age 52, Malaysian

Izzarin career has spanned over 23 years that started as Executive with Employee Provident Fund, then EasyCall Internet, Cyberjaya as Business Development Executive, followed by a stint at HeiTech Padu Berhad as Product Manager for Data Center Services.

He was offered to join ITD, an IT distribution company as Business Development Manager, and his sales career progress further with IBM Software Group as Sales Manager and later at Hewlett Packard as Enterprise Account Manager.

Working with local technology companies and MNCs, has enable him to gain industry hands-on experiences that are valuable for his career.

Izzarin journey of leading and coaching talents first started when he was appointed as Sun Microsystem, Business Unit Manager at Avnet Partner Solutions. After that he joined EA Holding Berhad as General Manager for the group IT subsidiary, EASS Sdn Bhd, responsible for the company P&L, sales and operation. After 8 years of rewarding experiences at EASS, he rejoins HeiTech Padu Berhad as Head of Data Center Business and later as Business Director for Strategic Accounts.

During his tenure with reputable technology services company, he was entrusted with various leadership roles. A forward thinker, a good listener and a lifelong learner who embraces continuous improvement with infinite mindset.

Izzarin, 52, a Malaysian male, is currently the Business Director for Impressive Communications Sdn Bhd since December 2020. He is responsible for the company P&L, sales, product and project delivery management.

Izzarin obtained his Bachelor of Business in Business Management from RMIT University Melbourne, Australia.



# R E S U M E

## **IZZARIN ABD JALIL**

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Mobile +60.192112102

eMail izzarin.abdjalil@gmail.com

### A. PROFESSIONAL OBJECTIVE

A challenging position in achieving the organization objective with all the experience, initiative and strong business acumen that I have towards becoming a successful career person with excellent managerial skills in a highly competitive corporate environment.

### B. EMPLOYMENT SUMMARY

Period	Organization	Position
Dec 2020 – Current	Impressive Communications Sdn Bhd	Business Director (Project Director)
Mac 2019 – Nov 2020	HeiTech Padu Berhad <a href="http://www.heitech.com.my">www.heitech.com.my</a>	Business Director for Strategic Account (Project Director)
April 2011 – Feb 2019	EASS Sdn Bhd <a href="http://www.eah.com.my">www.eah.com.my</a>	General Manager (Project Director)
June 2008 – March 2011	Avnet Partner Solution (M) Sdn Bhd <a href="http://www.avnet.com">www.avnet.com</a>	Business Unit Manager Sun Microsystem Business
July 2006 – May 2008	Hewlett-Packard (M) Sdn Bhd <a href="http://www.hp.com">www.hp.com</a>	Enterprise Account Mgr (Public Sector & GLCs Business)

May 2004 – June 2006	IBM Software Group <a href="http://www.ibm.com">www.ibm.com</a>	Sale Manager (IBM Software)
Sept 2002 - Apr 2004	Integrated Technologies Distribution Sdn Bhd (Hewlett-Packard Distributor)	Business Development Manager
May 2001 - Sept 2002	HeiTech Padu Bhd <a href="http://www.heitech.com.my">www.heitech.com.my</a>	Product Manager Internet Data Center
Oct 2000 – May 2001	EasyCall International Ltd <a href="http://www.easycall.com.sg">www.easycall.com.sg</a>	Business Development Manager
Nov 1995 – Sept 2000	Employee Provident Fund <a href="http://www.kwsp.gov.my">www.kwsp.gov.my</a>	Executive

## C. WORKING EXPERIENCE

Dec 2020 until current

As Business Director with  
Impressive Communications Sdn Bhd

### Job Descriptions and Responsibilities

- Responsible for the business unit P&L, drive sales (order book) and revenue (invoice)
- Manage and supervise project cashflow and costing.
- Monitor receivables. Make sure customers are invoiced timely.
- Optimize suppliers payable to improve project cashflow.
- Plan, budget and propose new growth areas that can translate into profit for the company.

### Accomplishments with Impressive Communications Sdn Bhd

- Sales, Revenue and Gross Profit

FYE	Revenue
31.12.2022	RM 28.2 M
31.12.2021	RM 23.6 M
31.12.2020	RM 21.6 M

- Project Director
  - LHDNM Profiling Information System PINS
  - LHDNM Sistem Pengurusan Data Agensi eAgenC
  - LHDNM SAS Enterprise Business Intelligence EBI

Mac 2019 until Nov 2020

As Business Director for Strategic Accounts  
with HeiTech Padu Berhad  
Bursa Malaysia Stock Code: HTPADU (5028)

Job Descriptions and Responsibilities

- Drive company sales/business in the assigned Strategic Accounts market
- Manage/monitor project receivables (customer invoice) and project payable (vendor invoice)
- Build and manage strong relationship with customers, business partner and technology principals.

Accomplishments with HeiTech Padu Berhad

- Sales, Revenue and Gross Profit

FYE	Sales Target	Sales Achieved	Revenue
31.12.2020	RM 25.0M	YTD RM 18.1M (72 %)	YTD RM 22.0M
31.12.2019	RM 25.0M	RM 31.0M (124 %)	RM 32.6M

- Project Director
  - Application / Managed Services Projects – PNB Outsourcing IT Services
  - IT Infra Projects – PNB Wide Area Network WAN, BSN IBM Servers Maintenance

Apr 2011 until Feb 2019

As General Manager with EASS Sdn Bhd  
Wholly owned subsidiary of EA Holding Berhad  
Bursa Malaysia Stock Code: EAH (0154)

Job Descriptions and Responsibilities

- Responsible for overall company P&L, drive sales (order book) and revenue (invoice)
- Manage and supervise project cashflow and costing.
- Monitor receivables. Make sure customers are invoiced accordingly.
- Optimize suppliers payable to improve project cashflow

Accomplishments with EASS Sdn Bhd

- Company Revenue, PBT and Orderbook

FYE	31.12.2014	31.03.2016	31.03.2017	31.03.2018	01.01.2019 OrderBook
Rev	RM20.02M	RM14.77M	RM20.63M	RM24.30M	RM8.65M
PBT	RM0.97M	-RM1.92M	RM0.87M	RM0.72M	NA

FYE	31.12.2009	31.12.2010	31.12.2011	31.12.2012	31.12.2013
Rev	RM2.30M	RM1.69M	RM5.21M	RM14.19M	RM61.69M
PBT	RM0.17M	RM1.63M	RM0.69M	RM0.85M	RM2.11M

- Project Director
  - Application Projects - LHDNM CMS EOI, LHDNM eCP39, LHDNM XBRL, LHDNM CA
  - Infra Projects – LHDNM Relocation, LHDNM Mainframe Upgrade, BSN Storage Upgrade

June 2008 until Mac 2011

As Sun Microsystem Business Unit Manager  
with Avnet Partner Solution (M) Sdn Bhd  
New York Stock Exchange Code: AVT  
[www.avnet.com](http://www.avnet.com)

Job Descriptions and Responsibilities

- Responsible for managing the business unit overall profit and loss account.
- Lead a group of sale and technical personnel to achieve the target revenue for the business unit within the acceptable gross profit set by the management.
- Build and manage strong relationship with the customers, channel partners and technology principles thus translating the relationship into tangible business for the company.

Accomplishments with Avnet Partner Solution

• Sale

Financial Year (July – June)	Business Unit Sale Target	Business Unit Sale Achieved	% Achieved
July 2010 – Mac 2011	USD 1.800M	USD 1.282M	71 % (YTD 98%)
July 2009 – June 2010	USD 1.500M	USD 1.600M	106 %
July 2008 – June 2009	USD 1.000 M	USD 820K	82 %

July 2006 until May 2008

As Enterprise Account Manager – with Hewlett-Packard. New York Stock Exchange Code: HPQ  
[www.hp.com](http://www.hp.com)

Job Descriptions and Responsibilities

- Responsible for selling Hewlett-Packard solution offering directly to customers and influence channel partners during opportunity engagement.
- Promote and influence customers to purchase company offering by arranging workshop, solution presentation and technology up-date session.
- Build and manage strong relationship with the customers and channel partners thus translating the relationship into tangible business for the company.

Accomplishments with Hewlett-Packard

• Sale

Financial Year (Nov – Oct)	Sale Target	Sale Achieved	% Achieved
Nov 2007 – May 2008	USD 4.000 M	USD 2.600 M	65 % (YTD 100%)
Nov 2006 – Oct 2007	USD 3.800 M	USD 3.950 M	105 %
July 2006 – Oct 2006	USD 3.600 M	USD 2.950 M	82.%

- Major Account Close: Jabatan Arkib Negara (eSPARK - Sistem Penjilidan, Arkib dan Rekod Kebangsaan) Jabatan Penerbangan Awam (LCCT FIS - Flight Information System) Kementerian Sumber Manusia (Eletronic Labour Exchange ELX) Kementerian Sumber Asli (eTanah – Pulau Pinang) Malaysia Airport Berhad (Datacenter Virtualization and Consolidation)
- Major Customers: Malaysia Airport Berhad, Khazanah Nasional Berhad, Jabatan Arkib Negara, Kementerian Sumber Manusia, Kementerian Sumber Asli

May 2004 until June 2006

As Sale Manager with IBM Software Group.  
New York Stock Exchange Code: IBM  
[www.ibm.com](http://www.ibm.com)

Job Descriptions and Responsibilities

- Responsible for selling IBM solution offering directly to customers and influence channel partners during opportunity engagement.
- Promote and influence customers to purchase company offering by arranging workshop, solution presentation and technology up-date session.
- Maintain good on-going rapport with customers and business partners; articulate issues, negotiate pricing and propose solutions that meet customer technical requirement and budget expectation.
- Build and manage strong relationship with the customers and channel partners thus translating the relationship into tangible business for the company.

Sept 2002 until Apr 2004

As Business Development Manager  
with Integrated Technologies Distribution Sdn Bhd

Job Descriptions and Responsibilities

- Build relationship, identify and qualify opportunities within the assigned market segment
- Identify customer requirement and coordinate the preparation of proposal with the Solution Architect Team.
- Lead the Project Bid Team during pre-tender initiative, submission process, benchmarking session and negotiation stage.

May 2001 until Sept 2002

As Product Manager for  
Internet Data Center Services [www.i-sentrix.com](http://www.i-sentrix.com)  
with HeiTech Padu Berhad  
Bursa Malaysia Main Board Stock Code: 5028  
[www.heitech.com.my](http://www.heitech.com.my)

Job Descriptions and Responsibilities

- Forecast industry outlook and responsible for achieving product revenue target.
- Identify market segment and sell product directly to Strategic Large Account (SLA) customer
- Prepare product sale kit and conduct training for the sale team on latest product offering

Oct 2000 until May 2001

As Business Development Manager  
for Internet Data Center Services  
with EasyCall Internet Malaysia, Cyberjaya  
[www.easycall.com.my](http://www.easycall.com.my)

D. TRAINING, WORKSHOP & CONFERENCES ATTENDED
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18 Feb 2022	IBM Business Partner Integrity – Certificate of Completion Organized by <u>International Business Machine (IBM)</u>
5 – 7 Jan 2022	Certified Oracle Utilities Customer Meter Sales Specialist Organized by <u>Oracle Partner Network</u>
1 – 4 Nov 2016	IBM Tech University Conference 2016 @ Baltimore, MD, USA Organized by <u>International Business Machine (IBM)</u>
11 – 15 May 2015	IBM Edge Conference 2015 @ Las Vegas, NV, USA Organized by <u>International Business Machine (IBM)</u>
10 – 14 Feb 2014	IBM PartnerWorld Leadership Conference 2014 @ Las Vegas, NV, USA Organized by <u>International Business Machine (IBM)</u>
4 – 9 Nov 2008	Avnet Asia Pacific Leadership Seminar @ Macau, China Organized by <u>Avnet Inc, USA</u>
8 – 10 Nov 2006	HP Value Partner Leadership Seminar @ Bangkok, Thailand Organized by <u>Hewlett-Packard, Malaysia</u>
10 Nov 2005	Business Integrity Workshop @ Singapore Organized by <u>International Business Machine (IBM)</u>
5 – 6 Sept 2005	IBM SAP Alliance Strategy Planning Workshop @ Singapore Organized by <u>IBM &amp; SAP</u>
8 – 15 Jan 2005	IBM Software University 2005 @ Las Vegas, NV, USA Organized by <u>International Business Machine (IBM)</u>
15 – 16 March 2004	HP Corporate Business Integrity Training Organized by <u>Hewlett Packard, Malaysia</u>
28 – 29 June 2002	Entrepreneurship Development Workshop Program Organized by <u>Malaysian Venture Capital Management Berhad</u>
11 – 13 July 2001	Internet Data Center Workshop @ Singapore Organized by <u>The Asia Business Forum</u>
28 – 29 May 2001	Marketing & Selling Through Channels and Alliances Organized by <u>International Data Corporation (IDC)</u>
15 Nov 2000	Network Security & Firewalls Technology Organized by <u>Center for Continuing Professional Education</u> <u>Tunku Abdul Rahman College &amp; Queensland University of Technology</u>



#### E. EDUCATIONAL BACKGROUND

1998 - 2000 : Bachelor of Business in Business Administration from RMIT University, Melbourne, Australia.

1988 - 1991 : Diploma in Public Administration from MARA University of Technology

1983 - 1987 : Sekolah Menengah Sains Raja Tun Azlan Shah, Taiping, Perak

#### F. PERSONAL SKILLS

Language Proficiency : Good communicative ability both in Bahasa Malaysia and English

Computer Literacy : Microsoft Office 2021 and Lotus SmartSuite.

Leadership Quality : A matured and highly motivated person with initiative, hardworking and dependable

Negotiation Ability : Proven negotiation skills with attention to details.

#### G. PERSONAL DATA

Age : 52 years old

Date of Birth : 29th November 1970

Place of Birth : Parit Buntar, Perak

NRIC Number : 701129-08-5079 (A1711093)

EPF Number : 12504319

SOCSSO Number : X6554633X

Passport Number : A 33636629 (23.02.2020)

Income Tax File No. : SG 4548098-02(0)

Sex : Male

Weight : 68 kg

Height : 1.65m

Health : Excellent

Marital Status : Married (25.11.1994)

Personal Interest : Reading, Sport and Music

Citizenship : Malaysian

Race : Malay

Driving License : D and B2 class

## H. REFEREES

Datuk Azrulnizam Abdul Aziz  
Chairman, PR1MA Corporation Malaysia

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Mr Salim Majid Zain  
CEO, FWD Takaful Berhad

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Mr Mohd Rizal Zubair  
Group CEO UKM Holdings Sdn Bhd

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Mr. Abd Rahman Yusof  
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