



## **MOHD.WADZIR HAJI AB. ZARIM**

C-12-11, MAGNAVILLE CONDOMINIUM, LEBUHRAYA SELAYANG-  
KEPONG, 68100 BATU CAVES, SELANGOR DE ·

**Mobile : +6019 2747474 Email : wadzir2020@gmail.com ·**  
**[www.linkedin.com/in/mohd-wadzir-ab-zarim-42bb14217](http://www.linkedin.com/in/mohd-wadzir-ab-zarim-42bb14217) ·**

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### ***PROFILE***

Innovative and results oriented with more than 20 years' experience with Multinational Companies (MNC). Decisive leader, adapt at forging relationships with key stakeholders. Entrepreneur mindset with creative thinking and strategic vision to build an organization's business operations and execute plans aligned to market conditions and customers' insights. Track record of identifying and capitalizing on new opportunities ventures to propel an organization to be top tier of its industry and achieve long-term profitable growth. Knowledge of relationship management, opportunity management and business management processes and their application in a sales organization. Proven professional and interpersonal communication skills.

More than 15 years experiences managing IT personnel and developing ICT department goals. Extensive knowledge in managing ICT Tender and RFQs requirements. Specifying in strong understanding of enterprise technical specification, technology solutions and utilizing strategy with the ability to articulate these strategies with confidence to key corporate decision makers. ICT Department planning, deploying and maintaining IT systems and operations. Extensive experiences developing ICT policies, procedures and best practices for startup organization. Ensuring establishment of complete ICT strategies and processes support company-wide goals. Over-seeing relationships with vendors, contractors and service providers. Abilities explaining to the board of directors, stakeholders and other executives the benefits and risks of new IT-related projects. Establishing and bolstering internal Managed Services and Professional Services portfolio with new opportunities creation and upgraded offerings.

Ability to establish credibility with senior clients, Customer engagement and Sales Business strategies. across industry in Malaysia. Leading negotiation and executing multi millions ELAs Contract with conglomerates. Identifying and developing opportunities with the like of Khazanah Nasional, Petronas, Tenaga Nasional Berhad, Malakoff, Felda Global Ventures (FGV), Celcom Axiata, Malaysia Telecomm as well as other Government Link Companies (GLCs). Organized, dependable, trustworthy, and diligent.

### ***CAREER ASPIRATION***

- Willingness to ventures into new career path in any industries.
- Exploring higher management level opportunities to elevate career in organizational hierarchy.

## EXPERIENCES

### OCTOBER 2019 – CURRENT

#### SALES DIRECTOR, LOGICALIS MALAYSIA SDN BHD

- Established Petronas Cloud FinOps Tools under 5 years contract inclusive of Professional Services.
- Member of PETRONAS Cloud Technical Assessment
- Established VMware Price Agreement a 3 years contract with PETRONAS Malaysia worth more than RM5.0M annually for both VMWare Product and Services.
- Groupwork for Celcom-Logicalis Migration to Cloud Initiatives
- Managed Services contracts together with Helpdesk Support Services for Celcom Axiata Data Centre and Infrastructure combine worth around RM150k annually.
- FGV ICT Cloud Action Committee.
- Telekom Malaysia IT Asset Management proposal developer.
- Participate as a services and solutions provider for strategic Malaysia government projects such as MAMPU and Ministry of Transport.

#### SCOPE OF RESPONSIBILITIES:

- Identifying technical requirement in overall customer request and to further elaborate on the overall requirements.
- To restructure Professional Services Scope of work and manpower distributions.
- To restructure Managed Services Scope of work and manpower distributions.
- Identify Logicalis business process outsourcing requirements.
- Combine commercial drive with business management to increase revenue, performance.
- Direct reporting to Managing Director.
- Develop and execute strategic plan to achieve sales targets and expand customer base.
- Build and maintain strong, long-lasting customer relationships.
- Effectively communicate the value proposition through proposals and presentations.
- Understand category-specific landscapes and trends.
- Reporting on forces that shift tactical budgets and strategic direction of accounts.
- Identified new flag accounts such as Employee Provident Fund (EPF), Human Resource Development Fund (HRDF), MBSB Bank, PLUS Malaysia, Touch N Go.

#### FOCUS ACCOUNTS:

- PETRONAS Group
- Telekom Malaysia
- Khazanah Nasional
- CelcomDigi
- POS Aviation
- Permodalan Nasional Berhad
- MDEC
- MBSB Bank
- Various GLCs & Government Agencies

**APRIL 2013 – MAY 2019**

**BUSINESS & TECHNICAL ADVISOR, TITANIUM MULTIMEDIA SDN BHD**

- Identifying, recruiting and managing IT staff and developing department goals for newly startup company.
- Identifying and developing as well as overseeing the IT budget.
- Identifying, planning, deploying and maintaining IT systems and operations such as VMWare and Cloud Deployment.
- Managing Internal Daily ICT operations requirements.
- Developing IT policies, procedures and best practices
- staying updated on IT trends and emerging technologies;
- Developing and enforcing IT best practices across the organization;
- Ensuring IT strategies and processes support company-wide goals;
- Manage customer engagement and relationship within identified accounts.
- Identify and improve relationship with various ICT distributors and product principals such as Nutanix, Palo Alto, Fortinet and others.
- Identify business opportunities.
- Identify competitors and maintain insight of partners competitive environments.
- Manage relationship with principal for/within strategic accounts.
- Manage relationship with respective sub-projects main contractors.
- Manage engagement environment customer, product principles, presales and distributors.

**JUNE 2007 – APRIL 2013**

**SENIOR ACCOUNT MANAGER, HEWLETT PACKARD ENTERPRISE (HPE)  
MALAYSIA**

**MANAGED MAIN ACCOUNTS:**

- MINISTRY OF EDUCATION
- MINISTRY OF HIGHER EDUCATION
- 11 PUBLIC UNIVERSITIES
- MINISTRY OF TRANSPORT
- PALACE OF JUSTICE/ FEDERAL COURTS OF MALAYSIA
- MINISTRY OF TOURISM
- VARIOUS GOVERNMENT AGENCIES

**SCOPE OF RESPONSIBILITIES:**

- Manage customer engagement and relationship for assigned account.
- Identify and improve relationship with key decision maker.
- Identify business opportunities.
- Identify competitors and maintain insight of competitive environments.
- Manage partner/vendors relationship within strategic accounts.
- Manage excellent relationship with respective account partners/vendors.
- Responsible for managing the relationship with key partners and customer directly.
- Manage engagement environment customer, partner/vendors, presales and distributors.

**JULY 2003 – JUNE 2007**

**HEAD OF APPLICATIONS SUPPORT INFRASTRUCTURE, PETRONAS DIGITAL SDN BHD (FORMERLY KNOW IPERINTIS SDN BHD)**

**SCOPE OF RESPONSIBILITIES:**

- Manages a team comprised of IT professionals within the Applications Support family
- Proposes options to meet client requirements and prepare cost/benefit for the client to evaluate
- Perform day-to-day Application builds, packaging and deployment of release on multiple environments
- Monitoring and supporting the end of day batch processing
- Coordinate with testing team and vendors to resolve batch/Application/environment issues
- Proactively identify and communicate issues leveraging standard monitoring and alerting tools, and work to resolve issues liaising with vendors
- Provide status update of the batches/tasks performed to other team members in all the location on a daily basis
- Supports or leads as needed Resiliency events (Disaster Recovery, Sustained Resiliency)

**EDUCATION & CERTIFICATIONS**

- **FEBRUARY 2022**  
MASTER IN MANAGEMENT, UNITAR INTERNATIONAL UNIVERSITY
- **JUNE 1998**  
BA HONS ACCOUNTANCY & FINANCE, LIVERPOOL JOHN MOORES' UNIVERSITY
- **DECEMBER 2020**  
AZURE FUNDAMENTALS CERTIFIED, MICROSOFT
- **JUNE 2023**  
ENVIRONMENTAL SUSTAINABILITY PRACTICE, CISCO
- **JULY 2024**  
ENVIRONMENTAL SUSTAINABILITY OVERVIEW, CISCO
- **JULY 2004**  
ITIL CERTIFIED, EXIM EXAMINATION BOARD
- **DECEMBER 1991**  
GRADE 1 AGGR : 10, SEKOLAH MENENGAH SAINS SELANGOR

**SKILLS**

- An impeccable knowledge of IT & general technical landscape.
- Ability to make connections & a diplomatic demeanor.
- Sales potential recognition
- Team building
- Action oriented
- Dependable

- Mentorship and team-building.
- Strategic, proactive thinking.
- Assessing business opportunities leads
- Building relationship and rapport
- Customer relationship management
- Mature & Trustworthy
- Team Leader and Team Player
- Team Management
- Developing customer
- Account management and planning

### **SOCIETY & ACTIVITIES**

PRESIDENT	PARENTS TEACHER ASSOCIATION	SEKOLAH KEBANGSAAN ST. MARY	2017	2021
EXCO	PARENTS TEACHER ASSOCIATION	SEKOLAH MENENGAH SAINS SELANGOR	2020	-
MEMBER	SEKOLAH MENENGAH SAINS SELANGOR ALUMNI	SEKOLAH MENENGAH SAINS SELANGOR	2017	-
EXCO	YAYASAN WILAYAH PERSEKUTUAN	DEWAN BANDARAYA KUALA LUMPUR (DBKL)	2015	-
EXCO	DUBLIN BUSINESS SCHOOL, ASEAN REGION	DUBLIN BUSINESS SCHOOL, REPUBLIC OF IRELAND	2000	-
EXCO	SMS OLD BOYS' RUGBY	SEKOLAH MENENGAH SAINS SELANGOR	1992	-

## ACADEMIC TRANSCRIPT

NAME :	MOHD WADZIR BIN AB ZARIM	PROGRAMME :	MASTER IN MANAGEMENT (ODL)
IC NUMBER :	740108055139	SCHOOL :	GRADUATE SCHOOL OF BUSINESS
MATRIC NO :	M21301044	SESSION ADMITTED :	3/2021
ADDRESS :	C-12-11 MAGNAVILLE CONDOMINIUM, LEBUHRAYA SELAYANG-KEPONG, 68100, BATU CAVES, SELANGOR MALAYSIA	STATUS :	

COURSE CODE	COURSE TITLE	CREDIT HOUR	GRADE	DESCRIPTION
SEMESTER : 1				
SESSION : MAR-2021				
GMGT5153	KNOWLEDGE MANAGEMENT	3	A-	DISTINCTION
GLDR5113	MANAGERIAL LEADERSHIP	3	A+	EXCELLENT
GMKT5213	MARKETING MANAGEMENT	3	A	DISTINCTION
GPA : 3.89	CGPA : 3.89	CREDIT HOUR : 9(9)	REMARK : GOOD STANDING	
SEMESTER : 2				
SESSION : JUL-2021				
GHRM5223	HUMAN CAPITAL DEVELOPMENT AND TALENT MANAGEMENT	3	A+	EXCELLENT
GMGT5123	ORGANISATIONAL DEVELOPMENT AND CHANGE	3	A	DISTINCTION
GMGT5183	ORGANISATIONAL MANAGEMENT	3	A-	DISTINCTION
GHRM5243	PERFORMANCE MANAGEMENT	3	A	DISTINCTION
GRES5113	RESEARCH METHODOLOGY	3	A-	DISTINCTION
GPA : 3.87	CGPA : 3.88	CREDIT HOUR : 15(24)	REMARK : GOOD STANDING	
SEMESTER : 3				
SESSION : NOV-2021				
GMGT5163	COMPETITIVE STRATEGIC MANAGEMENT	3	A+	EXCELLENT
GMGT5173	ORGANISATIONAL BEHAVIOUR	3	A+	EXCELLENT
GHRM5113	STRATEGIC HUMAN RESOURCE MANAGEMENT	3	A	DISTINCTION
GMGT5193	VALUES AND ETHICS IN MANAGEMENT	3	A+	EXCELLENT
GPA : 4.00	CGPA : 3.92	CREDIT HOUR : 12(36)	REMARK : GOOD STANDING	

TOTAL CREDIT HOURS EXEMPTED	0
TOTAL CREDIT HOURS TRANSFERRED	0
CUMULATIVE POINTS	141.03
CUMULATIVE CREDIT HOURS EVALUATED	36
CUMULATIVE CREDIT HOURS ACQUIRED	36
CUMULATIVE GRADE POINT AVERAGE	3.92



**Liverpool John Moores University**

This is to certify that

**MOHD WADZIR AB ZARIM**

has been awarded the

**Degree of Bachelor of Arts**

with Honours, Class II, Division II

having followed an approved Honours programme in

**Accounting and Finance**

**26th June 1998**

The programme was offered in association with

**Dublin Business School (Accountancy and Business College)**

Vice Chancellor

Chancellor

0698423008

**Comhairle Náisiúnta na gCállochtai Oideachais Éire**

6 / of

MOHD WADZIR AB ZARIM

ACCOUNTANCY AND BUSINESS COLLEGE (IRELAND) LTD.  
(Course provided at Kolej Sains MARA, Trolak, Malaysia)

an chállocht / has been awarded the

NATIONAL CERTIFICATE IN BUSINESS STUDIES

In Accounting

dáta bromnua / date of award 16 July 1996

**IRELAND**

**National Council for**

*John J. Moore*  
PERFORMAIRE AN FHOIRIAIS / HEAD OF INSTITUTION  
*John J. Moore*

**Result paper**

Exam number 773668  
Candidate number 576235

Mr. M.W. Ab Zarim  
No. 22, Jalan 4, Selangang Dandang  
68100 Batu Caves

MALEISIE

Utrecht, 27 July 2004

Exin hereby certifies that M.W. Ab Zarim has participated in the examination

**Foundation Certificate in IT Service Management**

on 07 July 2004 and has

**passed**

with a score of 75% (correct answers) where 65% is needed.

EXIN  
J.P. van Nieuwstadt  
managing director

*J.P. van Nieuwstadt*

EXIN  
Examination Institute for Information Science  
Kortrijk, Belgium  
Gedrukt door: 350, 5511 DT (Utrecht, The Netherlands)  
P.O. Box 1928, 3501 DC Utrecht (The Netherlands)  
Telephone: +31 30 234 4811  
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OFFICIAL TRANSCRIPT - ISSUED ON 7 FEBRUARY 2021

**MOHD WADZIR BIN AB ZARIM**

ID#: 1b16db80-3d29-4ee6-8e28-14ffa99216b0

Birth Date: 8 January 1974

wadzir@ap.logicalis.com

[www.youracclaim.com/users/mohd-wadzir-ab-zarim](http://www.youracclaim.com/users/mohd-wadzir-ab-zarim)



**Microsoft Certified: Azure Fundamentals**

Issued by: Microsoft

Issued to: Mohd Wadzir Ab Zarim

Issued on: 19 December 2020

**Description**

Earners of the Azure Fundamentals certification have demonstrated foundational level knowledge of cloud services and how those services are provided with Microsoft Azure.



Course Number: MLS-0054 (v.1)

Total Credits: 2

Grade: Pass

**Credit Recommendation**

- 2 semester hours in information technology or cloud computing, in the lower-division undergraduate category



END OF TRANSCRIPT

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## Environmental Sustainability Practice-Building

Issued by [Cisco](#)

The 700-245 (ESPB) exam tests a candidate's knowledge of building an environmental sustainability practice.

[Learn more](#)

### Skills

Circular Economy

Cisco Partners

Environmental Sustainability

Environmental Trends

Sustainable Business Practices





(Co. Reg. No. 672597-K)

Date: 30<sup>th</sup> August 2021

To whom it may concern,

**RE: Endorsement Letter for Mohd Wadzir**

Mohd Wadzir has been a Sales Director for Logicalis Malaysia Sdn Bhd. He was responsible for the account management of the key segments, ie Oil & Gas segment (eg Petronas), Telecommunications segment (eg Celcom and Telekom Malaysia) and Government-Linked Companies (eg FGV, EPF, LTH and HRDF).

I have the pleasure of managing Mohd Wadzir for the past two years and he has built a mutually strong working relationship with me. He demonstrated both passion and dedication to his work. He earned a lot of respect from his peers by being working collaboratively with them to successfully close orders for his set of customers.

His greatest strength is his ability to remain calm and collected in dealing with issues and addressing them professionally. His poise demeanor is his greatest asset in dealing with people that he work with and people warm up to him easily.

He is honest, ethical and trustworthy in everything he does and this build trust and respect from people he worked with. He is also known for his candor and direct communication.

He accomplished difficult goals and eliminate things that get in the way by being innovative with new ideas or approaches. He is tested daily in his encounter with our competitors and he has to think strategically on his feet all the time to win in the marketplace. He inspires his team mates with his relentless commitment to achievement by delivering the desired results with his never-give-up attitude.

Lastly, I would highly recommend him to anyone who wants to hire him into their organization as he is an exemplary employee who can deliver his goals and commitment once he set his mind into it

Yours sincerely

A handwritten signature in black ink, which appears to be 'Bernard Chiang', is written over a circular official stamp. The stamp contains the text 'BERNARD CHIANG' and '672597-K'.

**Bernard Chiang**  
Managing Director  
Logicalis Malaysia