



# Kamalul Amir Abdullah

019-3932515  
[wrn373@yahoo.com](mailto:wrn373@yahoo.com)  
50 years old Malaysian

20, Jalan PUJ 2/43,  
Taman Puncak Jalil,  
43300 Seri Kembangan, Selangor

## Professional Profile

Dynamic 22 years of Business Development, Sales, Operation and Finance career particularly in the ICT industry. Experienced manager with skills in leading direct reports as well as cross-functional teams. Experience with presenting to senior management and representing senior management in discussions with customers and business partners.

## Education

1997  
Shah Alam

**UNIVERSITI TEKONOLGI MARA**  
**Bachelor of Accountancy (hons)**

1994  
Segamat, Johor

**UNIVERSITI TEKONOLGI MARA**  
**Diploma in Accountancy**

## Experiences

Sept 18 – Current  
Subang Jaya

### MESINIAGA BHD

#### Head, Business Development

- Lead and manage business development for Software Engineering Team.
- Developing sales strategies, pipeline generation and managing sales team quota and delivering assigned quota.
- Working together with respective account manager within the group.
- Managing customers' and partners' relationship.

#### Major Achievement

- Secured **Air Selangor** water quality project.
- Secured **University Technology Petronas IV&V**.
- Secured **Suruhanjaya Syarikat Malaysia** Core system revamp.
- Secured Outsystem License renewal and maintenance for **LHDN**.
- Secured **Sarawak Energy Berhad** eCX Project.
- Secured **MIDA** Invest Malaysia Project.
- Secured **PLUS** PRIME project.
- Secured **Lembaga Tabung Haji** IBM websphere maintenance.
- Secured **Kastam DiRaja Malaysia** myGST maintenance.

Aug 16 – Feb 18  
Glenmarie

### ANACLE SYSTEMS SDN BHD

#### Business Development Director

- Lead and manage business development for the company.
- Developing sales strategies, pipeline generation and managing sales team quota and delivering assigned quota.
- Lead the marketing team and developing marketing strategies.
- Managing customers' relationship.
- Member of senior management team on setting up the company strategy and direction.
- Acting Operation Manager. Running day to day operation and administration of the office.

#### Major Achievement

- Turnaround Anacle sales after the post was left vacant for 1 year
- Initiated value added sales strategy with business value to customer
- Secured **Kuantan City Mall** project

- Secured **Genting RC9** phase 2 & 3 project
- Secured **UTM Skudai** main campus project
- Secured **Menara TA** project
- Setting up Anacle new office in Glenmarie.
- Managing Anacle Malaysia office operations.
- Certified Energy Manager from **AEMAS**

March 14 – Jul 16  
Bukit Jalil

#### **COMPUGROUP MEDICAL MALAYSIA SDN BHD**

##### **VP, Sales**

- Lead and managing the sales team
- Developing sales strategies, pipeline generation and managing sales team quota and delivering assigned quota
- Lead the marketing team and developing marketing strategies.
- Managing customers relationship
- Directly involved with R&D team for new product development, business model development and go to market strategy
- Member of the senior management team on setting up the company strategy and direction

##### ***Major Achievement***

- Setting up sales team structure within 3 months joining the company
- Secured Single Largest Accounts for CompuGroup Medical Malaysia in 2014– **Tropicana Medical Center**.
- Secured **Anson Bay Medical Centre**
- Secured **Twin Tower Medical Centre**
- Secured **Sentosa Medical Centre**
- Secured **Mawar Renal Medical Centre** HIS upgrading project
- Secured **Metro IVF Hospital Klang**

Jun 13 – Mar 14  
Cyberjaya

#### **PRESTARIANG SYSTEMS SDN BHD**

##### **Head of Sales**

- Lead and managing the sales team
- Developing sales strategies, pipeline generation and managing sales team quota and delivering assigned quota
- Lead the Microsoft license business
- Managing customers' relationship primarily on the education sector
- Spearhead the delivery of Computer Lab Centre to five selected Universities
- Member of senior management team on setting up the company strategy and direction

##### ***Major Achievement***

- Secured Proficiency in Enterprise Communication training & certification project with **Malaysian Employer Federation**.

Jun 08 – May 13  
Subang Jaya

#### **MESINIAGA BERHAD**

##### **Sales Manager**

- Lead GLC sector sales team
- Developing sales strategy, pipeline generation and managing GLC sales team quota and delivering assigned quota
- Managing GLC sales team concept proposal generation
- Managing customer' relationship
- Directly involved in preparation and presentation of Enterprise Department Business Plan year on year
- Monitor and managing weekly sales activities of GLC sales team
- Chairperson for Enterprise Department monthly sales meeting

##### ***Major Achievement***

- Secured **Synergycentric** new datacenter upgrade (first Concept Proposal initiative win for Mesiniaga)
- Secured **Tenaga National Berhad** 3 years Pricing Agreement contract on Cisco equipment's
- Secured **Bernas** 5 years managed services (ITOS) contract

- Secured **Bernas** Datacentre migration and relocation project
- Secured **Bernas** WAN project (sWANet)
- Secured **1MDB** new office Infra requirement
- Secured first Intelligent Connected Community Solution with **UEM Land Berhad** for Symphony Hills Smart Home
- Secured **Technology Park Malaysia** MPLS implementation
- Secured Connected Nusajaya Masterplan with **UEM Land/Iskandar Development Malaysia**
- Secured Master Plan for Open Network access for **Sime Darby Property** new township, Elmina East and West
- Secured Network Infra and datacenter for new hospital in Ara Damansara for **Sime Darby Healthcare**
- Secured Datacenter Infra for Desa Park City Hospital for **Sime Darby Healthcare**

#### *Training Attended*

- **Helping Client Succeed** – Leadership Resources Malaysia (4 days)
- **Malaysian Annual Property Conference** – Comfori (2 days)
- **Crucial Conversation** – tools for talking when stakes are high – Leadership Resources (2 days)
- **Leadership Enablement, Personal Coaching** by Mr. William Houn Lee (ex-CEO of Oracle) – (4 sessions)
- **Talent Acquisition and Behavioural Interviewing Workshop** – Professional Knowledge Centre (2 days)
- **Emotional Intelligence for Effective Work Closed Performance** – Nuclei Training (2 days)
- **Coaching for Performance** – Wilson Learning (2 days)
- **Managing for Excellence** – Wilson Learning (2 days)
- **Driving Performance Using Performance Improvement Process** – Lyons Shers Incorporated (1 day)
- **From Executive to Manager “the transition”** - Atcen (2 days)
- **Managing My Business: A General Manager Perspective** – Wilson Learning (2 days)
- **ITIL v3 Awareness Course** – Mesiniaga In house(1 day)
- **What you need to know about managing performance** – Lyons Shers Incorporated (2 days)

Nov 01– May 08  
Kampung Pandan

#### **SIDIC TECHNOLOGY SDN BHD** **Head, Business Development**

- Responsible for developing concept proposal for potential customers, specifically on government and financial sectors
- Responsible for tender submission, proposal and presentation to potential customers
- liaising with government bodies, customers and partners

#### *Major Achievement*

- Secured security project for **LSG Skychefs Brahim Sdn Bhd** (formerly known as MAS Catering), **MRCB, Kolej Kejuruteraan Utara Malaysia (KUKUM), Kolej Universiti Islam Selangor**
- Secured **LHDN** DC storage project

#### *Exposure*

- Responsible for setting up exhibition at GITEX Riyadh, Saudi Arabia.
- Panel speaker for Malaysian Technical Cooperation Program (international participants) conducted by Institut Tadbiran Awam Negara (INTAN)
- Panel speaker and facilitator for INTAN on “Managing and Securing Information Through Smart Card Technology”
- Speaker during Cardex Asia 2003 in PWTC on Smart Technology Products.
- Part of a MDC Consortium team for Showcase Malaysia during NAM
- Lead a team for numerous showcases such as at INTAN Bukit Kiara during launching of IMATEC Centre, showcase with UiTM at JW Marriot KL, showcase with IBM solution partners at PWTC and ACM2004 in the Mines Exhibition Centre, Cardex Asia PWTC.

1997 – 2001  
Wangsa Maju

**SAPURA CARD TECHNOLOGY SDN BHD**

**Accounts Executive**

- Supervise the day to day activities of clerk and other non-qualified accounting and finance staff to ensure their effective contribution towards departmental objectives
- Assist the finance manager in overseeing the cashflow and corporate finance activities, providing daily updated, detailed information on financial matters as well as ensuring proper fund management.
- Verification on payments and transfer of funds, supervise and negotiate (as authorized by finance manager) on foreign exchange transaction
- Work closely with business development personals and engineers on generating product costing as required by customers
- Collating and preparing financial accounts input for management purposes on weekly and monthly basis.
- Directly involved in preparing annual budget and monitoring actual expenses against budget for variance analysis.

***Major Achievement***

- Co-develop an automated costing and pricing application for sales staff to speed up the quotation process for company products and services.

***Exposure***

- Direct responsible for collecting accounts receivables from customers in Bangladesh.

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## Current Package

Commission	Upon achievement of target
Annual Leave	15 days
Notice Period	2 months
Medical	Outpatient and Hospitalization

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## Languages

English	Fluent, Professional proficiency
Bahasa Malaysia	Fluent, Native proficiency

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## Skill Set Profile

<b>Expertise</b>	Business development, business management, sales, concept proposal, business operation, business plans, business strategy, budget development, competitive delivery, market planning, meeting facilitation, relationship management & product costing
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<b>Certification</b>	Certified Energy Manager (CEM-MY-1026-1016)
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## References

**Hamzah Ismail**  
Principal Consultant  
AMC3 Sdn Bhd  
[Hamzah@amc3.com.my](mailto:Hamzah@amc3.com.my)  
019-270 8740