



MOHD FADZLI MOHD DAHLAN

RESUME

NO. 49 JALAN 3/14
BANDAR TASIK PUTERI
48000 RAWANG
SELANGOR DARUL EHSAN

e-mail : fadzli.dahlan@gmail.com
Mobile : (019) 288 6469

CAREER OBJECTIVE

To lead and contribute to overall success of a progressive growth-oriented company specializing in Sales and Business Development with diverse responsibility.

PERSONAL PROFILE

NRIC (New)	:	710213-04-5007
Date of Birth	:	13 February 1971
Marital Status	:	Married

EDUCATION

Bachelor of Economics (HONS)

University Putra Malaysia (1994)

Sijil Pelajaran Malaysia Grade 1 (1988)

Sek.Men.Sains Selangor, Kuala Lumpur

CERTIFICATION

Huawei Certified Sales Engineer (HCSE) - 2005

COMPUTER SKILLS

Microsoft Office, Project and Access

COURSE/TRAINING RECORDS

- **Professional Selling Skills** *conducted by Executive Management Institute*
- Customer Focus Marketing *conducted by Hong Leong Management School*
- **Seven Habits of Highly Effective People** *conducted by Franklin Covey*
- Interpersonal Skills *conducted by Hong Leong Management School*

- Effective Presentation Skills *conducted by Hong Leong Management School*
- Business Correspondent & Report Writing Skills *conducted by Hong Leong Management School*
- Team Building Management *conducted by Lion Group*
- Legal Issues *conducted by Institute of Banks in Malaysia (IBBM)*
- Global Wireless Security Conference 2007 *conducted by Magna House*
- **High Impact Presentation Skills** *conducted by Dale Carnegie*

CAREER HIGHLIGHTS

LEMONGRASS CONSULTING

Business Development Manager, APAC
Hybrid
(Mar'23 – todate)

Job responsibility:

- Responsible for Malaysia, Singapore, Indonesia and Thailand Market specifically to achieve yearly sales target set by Management
- Report directly to Executive Vice President, APAC
- Managing end user and partners in Malaysia, Singapore, Indonesia and Thailand.
- Identify and develop potential major SAP Cloud Migration and Operate to large Hyperscale namely AWS, Azure and Google Cloud.

HEITECH PADU BERHAD

Account Director, Enterprise GLC Sales
Attached at **HNext Sdn Bhd**
USJ, Subang Jaya, Selangor
(Nov'13 – Feb'23)

Job responsibility:

- Responsible for Department KPI specially to achieve yearly sales target set by CEO
- Managing Sales Managers with personal individual target as well
- Managed major company accounts namely Pos Malaysia, UTP, CIDB, KAT, MARA, FINAS and MAMPU and focus on government ministry and agencies
- Identify and develop potential major ICT project especially Managed Data Center, Infrastructure (WAN/LAN) and Security (ISMS).

Achievements to-date:

- JPN Host Upgrade : RM19 Mil
- Pelaburan Mara Berhad - PC Leasing : RM 223K
- Pelaburan Mara Berhad - DR Services : RM278K
- Pelaburan Mara Berhad - Server & UPS : RM 258K
- MARA - Web Hosting and Cloud Services : RM189K
- MOTAC – Tourlist Enforcement System : RM6.2 Mil
- Finas - Data Center Upgrade : RM500K
- Finas - Data Center Space and Managed Storage Data Center Upgrade : RM 3.84 mil

- Pelaburan Mara Berhad - New Financial System : RM 1.3 Mil
- Universiti Teknologi Petronas - Data Center Upgrade : RM1.75 Mil
- Pelaburan Mara Berhad - PC Leasing : RM3 Mil
- Pos Malaysia Berhad - Padu*Net : RM330K
- Pos Malaysia Berhad - DSS Printing system : RM1.5 Mil
- SUK Selangor – Cloud System Infrastructure Hosting : RM450K
- CIDB – Cloud Data Centre & Disaster Recovery : RM10 Mil
- CIDB – New Server Upgrade : RM2.6 Mil
- CIDB – Cloud Data Centre Renewal : RM6.8 Mil
- CIDB – Cloud Data Centre Upgrade: RM 900K Mil
- PUNB – Data Center Upgrade : RM1.88 Mil
- MTIB – Data Centre Upgrade : RM1.3 Mil
- Pos Malaysia – Anti Virus Renewal License Subscription : RM1.3Mil
- Pos Malaysia – Device Server Service License : RM496K
- Pos Malaysia – Technical Resource Services : R485K
- Koperasi Angkatan Tentera Malaysia : WAN : RM9Mil
- JPJ Prism – RM 28 mil
- JPJ MySikap –RM3mil
- Lembaga Kemajuan Johor Tenggara – Cloud VPS Infrastructure RM100K
- Vantage Point Consulting – Cloud VPS Infrastructure : RM1.5 Million
- Cyber Security Malaysia – Cloud Hosting Infrastructure : RM200K
- CIDB – Cloud Data Center Renewal : RM6.88 Mil
- Koperasi Angkatan Tentera Malaysia : WAN & DR Renewal : RM2.8Mil
- Pos Malaysia – PSN Network : RM4.6Mil
- CIDB – Cloud Data Center 2nd Renewal : RM6.38Mil

SALIHIN CONSULTING GROUP SDN BHD

555, Jalan Samudra Utara 1, Taman Samudra, 68100 Batu Caves, Selangor

Head

Sales & Marketing Division

(Nov'12 – Oct'13)

Job responsibility:

- Responsible for Company Sales Achievement
- Managing company sales team to meet sales quota set by Managing Partner.
- Managed customers firms by liaising directly with Marketing and Consult wide accounting services and firm wholly owned accounting software (iACCOUNTS) to end user, distributors and resellers and associates
- Positioning Firm as preferred local accounting firm nationwide via press and electronic media
- Conduct seminars and corporate presentations to end users and partners/resellers
- Responsible for company promotion in print and electronic media, trade exhibitions and business seminars.
 - SMIDEX 2013, KLCC, KL
 - MIA Conference 2012, KLCC, KL
 - MIA Conference 2013, KLCC, KL
 - INTRADE 2013, Matrade Jalan Duta, KL
 - World Islamic Economic Forum (WIEF) 2013, Bristol, UK

TIME DOTCOM BERHAD

4th Floor, Hicom Glenmarie Industrial Park, Shah Alam, Selangor

Senior Client Manager

Strategic Business Unit - Government

(Jun 2006 – Dec'12)

Job responsibility:

- To achieve yearly sales target set by Head of Division.
- Managed major company's account namely IIUM, Khazanah Nasional and MAMPU and focus on government ministry and agencies
- Identify and develop potential major infrastructure project especially Managed Data and Internet Connectivity and Managed Communications

*Achievements:

2007 - Achieve > 100% Sales Target = RM3.5 million (Target - RM3 million)

2008 - Achieve >100% Sales Target = RM 28 million (Target - RM 3.5 million)

2009 - Achieve > 100% Sales Target = RM 4.8 million (Target - RM4.5 million)

2010 – Achieve > 100% Sales Targer = RM 5.2 million (Target – RM5.0 million)

**Note : All sales achievements stated above were based on individual performance.*

Major Sales Closed:

- Metro LAN Upgrade – MAMPU PCN Overhaul (RM 24.7 million) 2008
- Metro LAN Upgrade – MAMPU (RM 3.16 million) 2009
- Managed IPVPN – Neural Allied Sdn Bhd (Kementerian Kerja Raya Project -RM690K) 2011
- Metro Ethernet – Bank Pembangunan Malaysia Berhad (RM 276K) 2009
- Metro Ethernet – Prokhas Sdn Bhd (RM 270K) 2009
- Managed IPVPN – International Islamic University Malaysia (RM 12 Million) 2010
- Metro LAN Upgrade – MAMPU PCN Overhaul (RM 24.7 million) 2008
- Metro LAN Upgrade – MAMPU (RM 3.16 million) 2009
- Managed IPVPN – Neural Allied Sdn Bhd (Kementerian Kerja Raya Project -RM690K) 2011
- Metro Ethernet – Bank Pembangunan Malaysia Berhad (RM 276K) 2009
- Metro Ethernet – Prokhas Sdn Bhd (RM 270K) 2009
- Managed IPVPN – International Islamic University Malaysia (RM 12 Million) 2010
- Managed IPVPN Upgrade – International Islamic University Malaysia (RM 2.7 million) 2010
- Managed Data Services – BSN (RM 450K) 2008
- Managed Data Services – Bank Muamalat Malaysia Berhad (RM 600K) 2010
- Metro-E connectivity – Bank Muamalat Malaysia Berhad (RM126K) 2009
- Metro-E connectivity – Selangor State Government (RM260K) 2010
- Metro-E connectivity – Penang State Government (RM 315 K) 2008
- Metro-E connectivity – Terengganu State Government (RM 500K) 2009
- Metro-E connectivity – Asia E University (RM 540K) 2008
- Managed IPVPN – Paycomm Sdn Bhd (*Formerly known as Time Reach Sdn Bhd*) (RM 4.8 Million) 2007
- Managed IPVPN - UEM Group (RM 6 Mil) 2007

- Managed Connectivity - IIUM Nilai Campus (RM 300K) 2007
- Metro-E Connectivity - Asia E-University (RM 550K) 2008
- Metro E : Prokhas (Danaharta) Sdn Bhd (RM 270K) 2009
- Managed Data Services - IIUM (RM 270K) 2008
- Managed IPVPN – Bank Pembangunan Malaysia Berhad(RM 210K) 2008
- Managed IPVPN – SME Bank (RM 210K) 2008
- Metro E connectivity – Khazanah Nasional (RM 120K) 2008
- Managed Load Balancer – Khazanah Nasional (RM 390K) 2009
- Managed IPVPN – Paycomm Networks Sdn Bhd (RM 400K) 2009
- Managed Load Balancer & Internet – Khazanah Nasional (RM 390K) 2009
- Managed IPVPN – Kementerian Kerja Raya (RM 950K) 2011
- Ethernet Direct (40Mbps) – Ministry of Human Resource (RM470K) 2011
- Ethernet Direct (30 Mbps) – Penang State Government (RM425K) 2011
- Ethernet Direct (15 Mbps) – Lembaga Hasil Dalam Negeri (RM 390K) 2010
- Ethernet Leased Line (10Mbps) – Lembaga Hasil Dalam Negeri (RM164K) 2011
- Ethernet Direct (20Mbps) – Ministry of Defense (RM420K) 2011
- Ethernet Direct (32Mbps) – Jabatan Kerja Raya Malaysia (RM480K) 2012
- Ethernet Direct (5 Mbps) – MRT Corporation Berhad (RM150K) 2012
- Ethernet Direct (2 Mbps) – 1Malaysia Development Berhad (RM50K) 2012
- Ethernet Direct (15Mbps) – Prokhas Sdn Bhd (RM270K) 2012
- Ethernet Direct (30Mbps) – Penang State Government (RM525K) 2012

HUAWEI TECHNOLOGIES (MALAYSIA) SDN BHD

Level 46, Tower 2, Petronas Twin Towers

Kuala Lumpur City Centre (KLCC), Kuala Lumpur

Sales Manager, Government Sector

(Jun 2005 – May 2006)

Job responsibility:

- Managed corporate accounts by liaising directly with end user, distributors and resellers
- Marketing company networking products - Huawei-3Com to government agencies and financial services industry – commercial banks, finance and insurance companies (eg. MAMPU, UMMC, RHB, Bank Muamalat, SME Bank, Affinbank)
- Positioning Huawei-3Com product to be top priority brand among other competitors among end users
- Responsible in ensuring existing and potential distributors/ partners to be well versed with company product and services.
- Conduct seminars and corporate presentations to end users and partners/resellers

Major Achievements:

- University Malaya Medical Center (UMMC) – Core Switches, Router and Access Switches : RM 500K
- RHB Bank – Access Switches : RM 100K
- IIUM – Access Switches : RM 100K

MESINIAGA BERHAD

Level 7, Menara Mesiniaga, Subang Jaya, Selangor

Business Representative, Network Services Unit

(Feb 2004 – May 2005)

Job responsibility:

- Managed major company's account - Accountant General, Putrajaya Corporation, Bank Islam, RHB Bank, Putrajaya Holding, SOCSO, EPF, Maxis and Mindef
- Market networking products mainly "Cisco" and security solutions (eg. "ISS Proventia" and "TrendMicro") to government agencies and corporate customers
- Identify and develop potential project especially Networking and System Integration Jobs among local government and corporate customers
- Project Manager for Putrajaya Corporation (Putra.net) Networking project worth RM60million (Commercial matters)

Major Achievements:

- Maxis Communication Berhad – Maxis Internet Project : RM 1.6 million
- Maxis Communication Berhad – IN5 Project : RM 300K
- Maxis Communication Berhad – IN6 Project : RM 250K
- Maxis Communication Berhad – DWDM : RM1.3 million
- KWSP – Core and Access Switch : RM 400K

MCSB SYSTEMS BERHAD

Ground Floor, Wisma Mirama, Jalan Wisma Putra, Kuala Lumpur

Senior Account Development Manager

(Sept 2002 – Jan 2004)

Job responsibility:

- Marketing company latest software/products – Document Management System and Workspace especially to government related agencies
- Identify any problems upon the implementation of the system integration implemented by the company
- Preparing and submitting tender related to Information Technology area with the assistance from company's Project Manager and System Engineers.

Major Achievements:

- Lembaga Getah Malaysia – Storage Area Network (SAN) – RM 350K
- Kraftangan Malaysia – PC and LAN Equipments : RM 150K
- Kementerian Pertanian – PC and Printers : RM 250K
- Universiti Kuala Lumpur – Desktop PC : RM 150K
- Majlis Perbandaran Selayang – Local Town Council System : RM 500K

HONG LEONG BANK BERHAD

Wisma Hong Leong, 18 Jalan Perak, Kuala Lumpur

Senior Executive, Corporate Banking Division

(Sept 1997 – May 2001)

Job responsibility:

- Marketing for corporate deposits / loans among corporate and government bodies – MAS, MAB, Telekom, EPF, Khazanah Nasional, KWAP, TNB, Putrajaya Holdings, Bernama and Accountant General
- Coordinating with Public Relations and Communications Division upon implementation of Banks nationwide campaigns and related activities
- Organizing charity / corporate events which are sponsored by the bank (eg Blood donation, Book Collection Campaign and School Adoption Program)
- Conduct sales training's to all newly recruited bank employees (executive level & above) in order to stimulate and expose them on the art of selling deposits account.
- Work closely with other related Hong Leong Credit Group of Companies to promote Bank Assurance and other Insurance products (eg Life Insurance, ,Marine Insurance, General Insurance, Households Insurance , MRTA) under Cross Selling campaign

Major Achievements:

- Khazanah Nasional Berhad– RM100 million (Corporate Deposit)
- Malaysia Airports Berhad – RM 40 million (Corporate Deposit)
- Putrajaya Holdings Sdn Bhd – RM 30 million (Corporate Deposit)
- Malaysia Airports Berhad – RM 50 million (Corporate Loans)
- Telekom Malaysia – RM 30 million (Corporate Deposit)

ASIA COMMERCIAL FINANCE (M'SIA) BERHAD

Jalan Jejaka 5, Taman Maluri, Cheras, Kuala Lumpur

Branch Executive

(July 1994 – August 1997)

Job responsibility:

- Monitor branch individuals and corporate customer on deposits and loans – IJN, Syarikat Maluri and BSA.
- Monitor ATM Machine closely on the report, operation, system and its downtime
- Monitor Financial Account System, Admin & Fixed Asset Management.
- Marketing for Hire Purchase & Mortgage Loan to retail customers.

OTHER ACTIVITIES

- Appointed as *Venue Media Manager* (VMM) for SEA Games 2001 XXI held at Kuala Lumpur
- Appointed as *Customer Relationship Officer* (CRO) for World Motorcycle Grand Prix 1998 held at Pasir Gudang, Johore

REFERENCES

Ms Farizah Zainudin
Chief Executive Officer (CEO)
Vistel Solutions Berhad

Tel: 016-2078900
e-mail : farizah@vistel.com
Former Superior (MCSB Systems Berhad)

Mohd Kushairi Ali
Head, Government Sales
Time dotCom Berhad
Tel : 03-5032 6000 / 019-2436380
e-mail : md.kushairi.ali@time.com.my
Former Superior (Time dotCom Berhad)

NOTICE PERIOD

30 days / One (1) months