



REZA AFFENDI BIN MOHAMAD KHIR

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SUMMARY OF ACHIEVEMENTS

A sales professional with 18 years of experiences in dealing with both Telecommunication industry (telco) and Information Technology (IT) industry from the enterprise sectors. Comfortable in dealing with multi levels managements (C-levels downwards) and always strive for business excellence.

Altel Communication Sdn Bhd

Assists to secure new revenue stream via Percetakan Nasional Berhad for new cloud initiatives and

Tech Mahindra ICT Services

Secured Axiata Manage Infrastructure (IT) for 3 years valued at MYR 9 Million

Secured Data Analytics Project for DNB on consultation valued at MYR 700K

Ensign Infosecurity

Secured Intelligent Treat Detection project for Cybersecurity Project for Bank Pembangunan, Securities Commission, PNB and Tabung Haji valued at MYR 16 Million

Abyres Sdn Bhd – Enterprise Key Accounts (GLCs and Non Govt Sectors) – 2018 to Mac 2020

Secured Multi Services Agreement (MSA) Contract with TM for supplying professional services for TM GIT Group for Opensource Solutions which covers Redhat LINUX installation, Postgres MY SQL installation and maintenance, Elastic Search, Application and Platform Development Consultancy worth MYR 331,000

Secured the extension for the TRACE Big Data Platform (Data Engineering & Data Analytics using Hadoop and Talend) support and maintenance for year 2019 -2020 for amount of MYR 1 million

Breakthrough through Petronas account by supplying ETL tools namely Talend, Total Purchase from Petronas till current MYR 2.3 million for 30 Named Users

Secured Paynet maintenance and support contract for RHEV platform worth MYR 90K

Secured migration of data platform from existing datacenter of TM to new datacenter worth MYR 150K

Secured Department of Statistics Malaysia MY CENSUS Project via TMONE worth MYR 1 Million (pure professional services for big data engineering)

ZTE (M) Sdn Bhd - Telekom Malaysia/P1 Account (July 2015 - Aug 2016)

Secured Zsmart BSS API Enhancement for MYR 4.7 million (Jan 2016)

Huawei (M) Sdn Bhd - Telekom Malaysia/P1 Account (2012 - 2015)

Secured NG-DWDM Contract valued at MYR170 Million

Secured Extension for STB Contract for IPTV valued at 10MUSD

Huawei (M) Sdn Bhd - Fibrecomm, Celcom Timur Sabah and Sacofa Account (2009 - 2012)

Secured Maintenance Contract to maintain the current DWDM Network within Fibrecomm in 2009 worth RM 6 million

Secured DWDM Expansion project for Celcom Timur Sabah in 2009 worth RM 20 million

Secured first Submarine DWDM Network for Sacofa in 2010 for RM 10 million

Secured Fibrecomm expansion of DWDM Network Frame Contract worth RM 15 million

Secured NG-DWDM Tender for Fibrecomm worth USD 10 million

Huawei (M) Sdn Bhd - Brunei Darussalam Account (Telekom Brunei and B-Mobile)(2008 – 2009)

Secured Telekom Brunei's Maintenance contract for NGN Network in Nov 2008 worth BND 4 million

Secured B-Mobile Phase 3 Network expansion for 3G Network worth BND 15 million in Jan 2009.

Secured first FTTx pilot project for Telekom Brunei worth BND 2 million

Involved in consultation for white paper preparations for WIMAX license specification with Ministry of Communications of Brunei

Secured Maintenance Contract from B-Mobile for 3G Network for the durations of 3 years

Ericsson (M) Sdn Bhd - Key Account Celcom and TM (2004 – 2008)

Secured Celcom's Unified Core Network Rationalisation (UniCorn) to consolidated the core network into one exclusive vendor which involves the MgW, MSC and IP Core for Northern region and Eastern region in 2007, worth RM400 Mil over 5 years contract.

Secured Minilink Transmission for 50 Hops in Peninsular Malaysia from Telekom Malaysia in year 2007, worth RM11 Mil.

Secured 2G Network expansion for Celcom in Northern, Klang Valley and Southern region worth RM 150million in year 2008.

Secured SS7 Signalling upgrade of Telekom Malaysia JRC NoC center worth RM 4million

Secured Maintenance and Spare Part Management contract for 2G Network worth RM 30 Million from Celcom in year 2007

Secured Maintenance Contract for legacy equipments in Telekom Malaysia in year 2006 for RM 3million

WORK EXPERIENCE

Company Name : Altel Communication Sdn Bhd

Sept 2022 – Current

Position

Head of Alliance & Partnership

- Develop the ecosystem to support the Sales and Product function for Altel Enterprise Team.
- Assists Chief Operating Officer to develop the business plan in line with the market trends and enterprise needs.
- Act as the gatekeeper for Sales Process to develop internal talents to prepare for Enterprise Market

Company Name : Tech Mahindra (M) Sdn Bhd

Aug 2021 – Sept 2022

Position

Country Head of Sales – Network Services

Managing Malaysia Network Services telco accounts namely Axiata, Celcom, Telekom Malaysia, DNB etc

Company Name : Ensign InfoSecurity (M) Sdn Bhd

Nov 2020 – August 2021

Position

Senior Business Manager

Managing Assigned Accounts such as Bank Rakyat, Bank Pembangunan, SME Bank, Tenaga Nasional, MII, Suruhanjaya Sekuriti, PNB etc

Company Name : Abyres Sdn Bhd

August 2018 – Nov 2020

Position

Senior Sales Manager/Head of Enterprise

Managing Telekom Malaysia and Petronas as Primary Account Responsible

Manage all other enterprise accounts

Company Name : Nokia Corporation

August 2016 – July 2018

Position

Senior Sales Manager

Managing Telekom Malaysia/Celcom/Axiata account

Company Name : ZTE Corporation Sdn Bhd

July 2015 - August 2016

Position

Senior Account Manager

Managing TM/P1 Account (IT sector)

Company Name : Huawei Technologies (M) Sdn Bhd 2012 to 2015
Position
Senior Account Manager
Managing TM Account (Current) – DWDM and LTE
Managing Fibrecomm, TIMEdotCOM (2012- March 2014)
Maintaining a consistent 20M USD sales per year on Fibrecomm and TIME account

Company Name : Ascom Network Testing (M) Sdn Bhd Jan 2012 to July 2012
Position
Account Director (Managing ASEAN market – Indonesia, Malaysia and Brunei)
Responsible for penetrating the market and revitalization of company's products in the market
Q1 and Q2- Achieved 2M USD PO from Indonesia market for TEMS Products

Company Name: Huawei Technologies (M) Sdn Bhd 2008 to 2012
Position
Account Manager/Senior Account Manager
Managed Integrated Account Management (Brunei Market – Telekom Brunei and B-Mobile, Fibrecomm, Sacofa, CTS and TIMEdotCom)
Manage high level relationship with C-level in those accounts and nurturing opportunities from the respective accounts
Manage operations and delivery staffs towards end customers expectations

EDUCATION

Bachelor of Business (International Marketing), Edith Cowan University, Perth Australia 2003
Diploma of Business, Perth Institute of Business and Technology, Perth Australia 2001
Advance Certificate IV in Business, Perth Institute of Business and Technology, Perth Australia 1999

COMPUTER SKILLS

Microsoft Office Applications: Word, Excel, Powerpoint

LANGUAGES

Malay: Native language
English: Secondary Language, Advanced Reading, Writing and Speaking

ACTIVITIES AND INTERESTS

Motorsports (Superbikes etc)
Sports (Futsal, Badminton, etc)

REFERENCES

Available upon request

EXPECTED SALARY

(Negotiable)

NOTICE PERIOD

Three Month's Notice