

## ZULKIFLI AHMAD

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### EDUCATION

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#### VANDERBILT UNIVERSITY

Nashville, Tennessee, USA

##### Bachelor of Engineering (Mechanical)

2013

- Recipient of Malaysia Public Service Department (JPA) Scholarship.
- Vanderbilt Squash Team – National Champion, College Squash Association (CSA) 2011, Harvard University, USA.

### PROFESSIONAL SUMMARY

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#### IB VOGT MALAYSIA SDN BHD

Kuala Lumpur, MY

##### Business Development Manager, Solar and Battery Energy Storage System (BESS)

Oct 2021 – Current

- Established relationship with governmental and regulatory authorities, federal agencies, statutory bodies, and other relevant stakeholders.
- Conducted research on the industry updates, latest legislative, regulatory framework, and policies at the state and federal level.
- Conceptualized and structured contractual arrangements for various solar offtake scheme such as Large Scale Solar (LSS) Project, Corporate PPAs, Virtual VPPAs and New Enhanced Despatch Agreement (NEDA).
- Coordinated the proposal preparation, presentation, and document to prospect electricity off-takers.

#### MALAKOFF CORPORATION BERHAD

Kuala Lumpur, MY

##### Senior Engineer, Project Development and Renewable Energy Department

January 2016 – October 2021

##### Rooftop Solar (RTS) Projects

- Successfully developed the rooftop solar projects for DRB Hicom Group of Companies, MMC Group of Companies, UMW Group and AEON Co. (M) Sdn. Bhd. with the total value at more than MYR50mil in year of 2018 – 2021. The contributions are including:
  - Developed technical and commercial proposal based on client's requirements which resulted in energy and cost saving between 20% to 40% for each client.
  - Strategized the procurement of Engineering, Procurement, Construction and Commissioning (EPCC) package and equipment selection to achieve economies of scale.
  - Negotiated EPCC contract and Solar Power Purchase Agreement (SPPA) together with the legal and commercial team.

##### Waste-to-Energy (WTE) and Waste Related Projects

- Participated in the preparation of project proposal for the development of 800 ton-per-day (TPD) WTE Plant at Bukit Payong, Johor, and the 800 TPD WTE Plant at Sungai Udang Sanitary Landfill, Melaka, in year of 2020 to 2021 both valued at more than RM 1 billion.
- Successfully developed project framework for Waste to Energy (WTE) power plant in Malaysia using Municipal Solid Waste (MSW) in year of 2019 by leading the detailed feasibility study and developed indicative project proposal for federal and state government.
- Secured two (2) Coal Ash Offtake Contracts for Malakoff's Tanjung Bin Coal Fired Power Plant, Johor in year of 2017-2018 and successfully avoid the cost of building a new ash pond that was valued at RM 150 mil.

#### MALAKOFF CORPORATION BERHAD

Kuala Lumpur, MY

##### Engineer, Ventures Division

October 2013 – December 2015

##### Conventional Power Projects (Coal Fired and Combined Cycle Power Plant)

- Successfully completed project development works for the installation of a New Coal Conveyor Line at Malakoff's Tanjung Bin Coal Fired Power Plant, Johor in year of 2015 that was valued at more than RM 90 mil by assisted Project Manager for overall project management tasks.
- Successfully completed the project development work for the installation of a new coal unloading jetty at Malakoff Tanjung Bin Coal Fired Power Plant in 2015 to 2016 covering project feasibility study and EPCC tender preparation, evaluation, and contracts negotiations.
- Participated in the pre-bidding exercise for the 1300MW Coal Fired Power Plant in Nador, Morocco that was valued at USD2 billion, by preparing indicative EPCC proposal, Operation and Maintenance (O&M) plan and other project activities during the initiation stage.
- Participated in the bidding exercise for the Sumatera Selatan (Sumsel) 10, Coal Fired Power Plant, Indonesia in year 2014 that was valued at USD700mill. In charged of the land acquisition and shared facilities agreement between the proposed coal plant and coal mine owner.

### ADDITIONAL INFORMATION

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- **Training Attended:** Advance Project Management (PMP Code: PM 56A), Project Risk Management (PMP Code: PM 17A); Contract Management (PMP Code: PM 68D), Business Financial for Non-financial Personnel
  - **Languages:** Malay (Native), English (Fluent)
  - **Skills:** Microsoft Office (Word, Excel, PowerPoint, etc.), Microsoft Project (Project Management), GT-PRO/STEAM-PRO (Basic), PVsyst (Basic), Autodesk, Creo, Solidwork, Financial Modelling (Basic)
  - **Interest:** Sports, Travelling, Nature, Photography

### REFERENCES

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- To be provided upon request