

Max Ng Wai Meng

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PROFESSIONAL OUTLINE

Highly technical and approachable business development professional with expertise in, Molecular Diagnostics, Immunology, Reproductive Health and Pharmaceutical Sciences. Possess Strong business acumen and excellent relationship management skills with practical experience in Pharmacology and Immunology Research, Manufacturing and Medical Diagnostic Sales.

EXPERIENCE

Business Development Manager (SEA)(MY, IDN, PHP, BRN).

Thermo Fisher Scientific, Jan 2023 - Current

- Contributes to the Genetic Sciences Division (GSD) Business for Malaysia, Indonesia, Philippines & Brunei
- Responsible for Channel Management, KOL Engagement & Revenue generation
- Generate leads & drive growth for Infectious diseases, Oncology, Pharmacogenomics & Reproductive health (Cytoscan, CarrierMax) through technologies such as Micro-Array, qPCR, digital PCR and Capillary Electrophoresis.
- Drive testing Initiatives around the region such as HIV-Drug Resistance Testing, Arbovirus Testing, Wastewater Surveillance, NBS-SCID/SMA and other projects

Business Development Manager (MY)

Thermo Fisher Scientific, Oct 2021 - Dec 2023

- Responsible for revenue growth and channel management for Genetic Sciences Division (GSD) for Malaysia
- Handled the COVID-19 Asymptomatic Testing Strategy in Malaysia targeting major sectors such as Electrical and electronics manufacturing, Hospitality, Construction, and Private learning institutions.
- Advocated for the National HIV-1 Drug Resistance testing project in Malaysia (NIH, Hospital Sungai Buloh)

Senior Product Specialist (Central, Northern Southern, Eastern Malaysia)

SPD Scientific (Biomedica Group), Jun 2019 - Oct 2021

- Exceeded Sales target of year 2020 with 40%
- Participated in the RM3.1 million National Tender Negotiation for Viral Transport Medium for Malaysia
- Played a key role in the National Genexpert Placement (8 systems) in the Pantai Premier/IHH Group
- Maintained robust and long-term customer relations via CRM, Events, Presentations and Demonstrations
- Brand management and promotion (Cepheid GeneXpert, Beckman Coulter, BioCartis, Copan, Gold Standard Diagnostics, Microbiologics, Orasure, ELiTech, Wellbios, Biomedica)

Production Team Lead

Range Pharma, Jul 2017 - Jun 2019

- Achieved 10% increase in productivity by implementing Lean Six Sigma methodology.
- Generated and conducted Training, Materials and Performance Qualification
- Led, managed, motivated, and provided training for 5 sterile pharmaceutical production personnel.
- Conducted routine Environmental Monitoring Programs Quality Assurance and Quality Control and drove continuous improvement for production processes and yield.

Research Assistant (Immunology)**National Children's Research Centre, Dublin, Ireland; FEB2016-JUL2017**

- Interdisciplinary clinical research for the generation and analysis of novel activated protein C muteins with 'gain-of-function' anti-inflammatory signaling with CRISPR-cas9 and other molecular tools.

EDUCATION**MSc. Immunology, Trinity College Dublin (2016), Second Upper Honours; cGPA 3.70****BSc. Biopharmaceutical Science, Dundalk Institute of Technology (2015), First Class Honours; cGPA 4.0****Bsc. Applied Bioscience, Dundalk Institute of Technology (2011-2014), Distinction; cGPA 4.0****VOLUNTERRISM, AWARDS AND CERTIFICATES*****Korn Ferry Professional Sales Negotiations 2022******Miller Heiman Group Professional Selling Skills 2022******Mettler-Toledo Weighing in Compliance with USP and Data Integrity (2018)******Lean Six Sigma White and Yellow Belt Certificate (2016)*****SKILLS AND EXPERTISE*****Marketing******Consultative selling******Product Management******Project Management******Business Development******Relationship Management******Strategic Planning******Channel Management******Leadership***