



MOHD IRWAN MOHD MANSOR

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With a distinguished career spanning over 18 years in corporate strategy, business development, corporate finance and accounting, I bring a proven track record in shaping organizational vision and strategy. Currently serving as the Section Head of Commercial & Strategy, I have adeptly formulated and executed impactful strategies that leads to revenue goals while ensuring sustainable growth. My expertise extends to leading cross-functional collaboration and effectively managing stakeholders, resulting in increased market share and profitability. Specifically, I have excelled in crafting comprehensive business plans, incorporating vision and mission statements, corporate objectives, and strategic business unit objectives. Known for my leadership qualities, negotiation skills, and ability to deliver sustainable business performance. I am equipped to inspire commitment and lead the organization towards its strategic goals.

STRENGTHS

Corporate Strategy
Business Development
Corporate Finance
Accounting

Investment & Divestment
Financial Modeling
Legal & Compliance
Project Finance

Project Management
Stakeholder Management

CAREER HIGHLIGHTS

- Accomplished in shaping strategies, leading newly set up sections in Malakoff Renewable & New Energy Division, driving strategy, business plan, product and business development. Expert in negotiating profitable partnerships and achieving revenue growth.
- Provided financial and strategy insights for UEM Group for the RM3 billion Merdeka PNB 118 Project. Strategic member of Senior Management, implementing effective financial, legal, and commercial strategies, ensuring strict compliance for the success of the PNB 118 Project.
- Led Corporate Services Department, advising subsidiaries and private entities to maximize shareholder returns. Successfully turned around financial performance, originated investments, and facilitated the turnaround of Tabung Haji restructuring within 3 months through the issuance of RM20 billion Sukuk.
- Went above and beyond in leading a cross-functional teams towards evaluating, strategizing and executing the sale of the Jimah Energy Venturers Group of Companies worth over RM1.2billion.

WORKING EXPERIENCE

Malakoff Corporation Berhad **Section Head Commercial & Strategy**

Sept 2021 – Present

- Shaping commercial strategies, particularly in the areas of costing, pricing and strategic partnerships. Successfully negotiated commercial terms that have positively impact overall business revenue and profitability.
- Lead a spectrum of sections in Renewable & New Energy in commercial and strategy, business development, product development and contract management for Solar business, Electric Vehicle Charger, Energy Storage and New Energy.
- Spearhead the investment strategy, financial modeling, business model and business development of the Renewable & New Energy division. This includes M&A, JV and business strategy.
- Lead the technical sales and marketing section for the business development, tender and marketing of renewable energy especially in Solar PV Project, Electric Vehicle Charger and Battery Storage System.
- Lead the product development, business plan and commercialization strategy of Solar and Battery Storage System business for Malakoff.
- Spearhead the contract management and successfully secured RM80 million contract value within a year.

Cypark Resources Berhad **Head of Corporate Finance & Planning**

Jan 2021 – Apr 2021

- Oversaw wide spectrum strategic planning, corporate finance, investment strategies, public relations as well as accounting and financial management functions.
- Led the preparation of investment valuation, chain listing, private placement, tender and contract management strategies along with financial modeling.
- Rendered insights and recommendations across finance, planning and commercial strategies in supporting high level decision making.
- Provide coaching and mentoring to the team in enhancing respective competencies.

UEM Group Berhad **Senior Manager: Finance & Strategy**

Mar 2020 – Jan 2021

- Delivered comprehensive financial insights on project budget and projections, accounts and financial management along with scheduling and planning for the RM3billion Merdeka PNB 118 Project.
- Served as member of the Senior Management team in rolling out effective financial, legal and commercial strategies.
- Liaised with both internal and external auditors towards ensuring strict compliance to all statutory requirements.

Lembaga Tabung Haji

Jul 2018 – Feb 2020

Senior Manager 1 (Asst. General Manager)

- Served as Head of Corporate Services in monitoring and providing corporate strategies as well as advice to subsidiaries along with listed and non-listed private entities to maximize shareholders' returns.
- Seconded to the Corporate Finance Division in rehabilitating, restructuring and assessing new investment for Tabung Haji to successfully turnaround the overall financial performance within a space of 3 months.
- Led the origination, investment, enhancement and divestment of listed and non-listed companies along with subsidiaries across various industries including plantations, information technology, oil & gas, power as well as property development.
- Contributed immensely to the Restructuring and Rehabilitation of Tabung Haji including issuance of RM20billion Sukuk facility.

MP Capital Advisory (Consultancy Firm)

Oct 2016 – Jun 2018

Associate Director

- Drove end-to-end corporate advisory activities including corporate strategy, project finance, industry research, valuation, fund raising, merger and acquisition as well as strategic management for an array of gas, coal and renewal power projects with a combine capacity of 3,130MW across Asia Pacific.
- Served as principal advisor Express Rail Link, YTL, QSR Brands and UTM Holdings in formulating the corporate finance and corporate strategies while contributing immensely in supporting the project delivery partner tender of the High Speed Rail Malaysia-Singapore project and US\$500million monorail project in Nepal.

EARLY CAREER HISTORY

Finance Director, Kandis Energy Solaris

Jan 2016 – Jan 2022

- Co-founder of a Solar farm company with 21 years contract of supplying green electricity to TNB.
- Managed the day-to-day accounting, finance, human resource and administrative operations encompassing policies and procedures formulation, internal controls setup,
- Oversaw P&L management, budgeting and forecasting, cashflow management, tax and audit, legal and compliance while serving as a member of the Board in determining the business objectives.
- Rolled out effective business plans and financial models in delivering short and long term profitability.
- Conducted financial analysis in rendering recommendations to ensure the financial capabilities of the company are robust in supporting current and future business growth.

Jimah Energy Ventures

Mar 2009 – Jul 2016

Senior Manager (Finance) (Jan 2013 – Jul 2016)

Manager (Finance) (Jul 2012 – Dec 2012)

Asst. Manager (Finance) (Mar 2009 – Jun 2012)

- Promoted to lead a team of seven in executing accounting, corporate finance, treasury, tax, budget development, procedures formulation, business planning, cost management, risk management, audit and compliance.
- Spearheaded all merger and acquisition initiatives while supporting the bidding of various, 1,000MW, 2,000MW and 3,000MW power projects.
- Managed the commercial, accounting and tax matters for multiple overseas projects as well as partnered with the team for the divestment of Jimah Group of companies to China General Nuclear Power Corporation.
- Extensively involved in the IPO exercise of the Jimah Group.

Jimah O&M Sdn Bhd

Feb 2005 – Feb 2009

Senior Finance Executive (Jun 2007 – Feb 2009)

Finance Executive (Feb 2005 – May 2007)

- Supervised a team of three in carrying out an array of accounting and finance, treasury, business planning, performance reporting along with audit and tax activities for Jimah O&M Sdn Bhd, JOM-JT Joint Venture and Jimah Services Sdn Bhd.
- Setup the accounting systems, accounting internal control and process flow from scratch.
- Contributed in the financing of JEV Power Plant project through the issuance of Islamic Medium Term Note worth RM4.8 billion.
- Generated the valuation model and coordinated the group's restructuring exercise involving the due diligence team, merchant bankers, financial advisors, legal advisors, tax consultant and independent advisors.

EDUCATION

Association of Chartered Certified Accountants (ACCA), UK**Master of Business Administration (MBA), Anglia Ruskin University, UK****Bachelor of Accounting (Hons), Multimedia University**