

# Jason Lee Chor Kwan

Ipoh, Malaysia 

+6017-5930866 

Jasoncklee88@gmail.com 

www.linkedin.com/in/jasonlee-ck 

## Business Development Manager

Highly driven and adaptable Pharmacist with approx. 10 years of diverse experience across all 3 Main sectors of Pharmacy profession namely Clinical, Retail and Industry. Firm believer in growth mindset and spreading positivity across departments to achieve shared organizational goals and growth.

---

## Skills

- Business Development
- Project Management
- Supply Chain Management
- Negotiation
- Retail Category Management
- Microsoft Excel

---

## Professional Experience

### Industry Experience

MAY 2018 – PRESENT

#### **Business Development/ Hovid Bhd.**

##### ***Generics Pharmaceutical Manufacturer***

- Formed and Maintained Strategic Alliances with >30 International Partners via In-licensing/Out-licensing/Tech transfer business models, delivering approx. 10% of Company's Total Annual Revenue with a lean team (6-person team vs Company's entire 1,300 staff).
  - Successfully developed and launched various Products of differing therapeutic categories & indication via In-licensing model i.e. Pharmaceutical Generics/Nutraceuticals/Medical Devices/Consumables.
  - Led cross-functional Internal Departments as part of managing the entire Product Development & Launch process cycle e.g. Legal, Regulatory Affairs, Sales & Marketing, QA, QC, Logistics, Warehousing, Production.
  - Led business discussions with Top Management i.e. Managing Director, Executive Director and the General Managers of both Hong Kong & Philippines subsidiary teams.
  - The Diplomat of the Business Development team. Skilled negotiator in closing Agreements, handling complex disputes with External Partners, and managing Inter-departmental friction.
  - Master Preceptor of the Company, mentoring young Malaysian Pharmacists (Fresh graduates) in their professional development.
-

## **Achievements in Business Development (Current Workplace)**

JUL 2023 – PRESENT

### **Business Development Manager/ Hovid Bhd.**

#### ***Generics Pharmaceutical Manufacturer***

- Achieved 30% Growth in Sales Revenue for FY22/23
- Cost savings USD 150k for FY22/23
- Launched 7 new SKUs (5 new molecules) in Q1 FY23/24

OCT 2021 – JUL 2023

### **Assistant Business Development Manager/ Hovid Bhd.**

#### ***Generics Pharmaceutical Manufacturer***

- Achieved 37% Growth in Sales Revenue for FY21/22
- 97.5% On-time delivery (229 Batches of Products) for FY21/22

JUL 2020 – SEP 2021

### **Business Development Section Head/ Hovid Bhd.**

#### ***Generics Pharmaceutical Manufacturer***

- Won local tender for New Key Therapeutic Group i.e. Oncology
- 96.5% Zero Defect Delivery (117 Batches of Products) for FY20/21

MAY 2018 – JUN 2020

### **Business Development Pharmacist/ Hovid Bhd.**

#### ***Generics Pharmaceutical Manufacturer***

- Achieved >1,000% Growth in Sales Revenue for FY19/20 with a Single Product (Highest Growth in Company's Entire 40 Year History)
- Achieved 17% Growth in Sales Revenue for FY18/19

---

## **Retail Experience**

AUG 2016 – MAY 2018

### **Assistant Manager (Commercial)/ RedCap Pharmacy.**

#### ***Retail Pharmacy Chain***

- HQ Merchandiser/Purchaser in charge of 3 Key group of Products for the entire Pharmacy Chain i.e. Prescription drugs, non-prescription drugs, and Over-the-Counter (OTC) Products.
- Deals with Suppliers i.e. Pharmaceutical MNCs, Generic Pharmaceutical Manufacturers, Trading Houses, etc. to maximize Company's Profits.
- In charge of OTC Products selection for Monthly Promotional activities.
- Key Personnel dealing with the entire Company's Retail Pharmacists for anything Pharmacist-related, as the only Pharmacist in the Merchandising/Buyer team.

MAY 2016 – JUL 2016

## **Retail Pharmacist/ RedCap Pharmacy.**

### ***Retail Pharmacy Chain***

- The Pharmacy's license holder, person in charge of the retail pharmacy outlet.

## **Clinical Experience**

APR 2015 – APR 2016

## **Fully Registered Pharmacist/ Ministry of Health, Malaysia.**

### ***Government Health Clinic***

- One of only two Pharmacists in charge of the Government Health Clinic's Pharmacy department, managing approx. 300 daily prescriptions.

NOV 2013 – MAR 2015

## **Provisionally Registered Pharmacist/ Ministry of Health, Malaysia.**

### ***Government Hospital***

- Fresh Graduate Pharmacist employed as Full-time staff for a Government Tertiary Hospital, with complete exposure in all key Pharmaceutical departments i.e. Outpatient Pharmacy, Inpatient Pharmacy, Therapeutic Drug Monitoring dept., Clinical Wards, Cytotoxic Drug Reconstitution dept., Total Parenteral Nutrition dept., Drug Information Systems dept. and Pharmacy Warehouse.

---

## **Education**

MAY 2013

## **Bachelor of Pharmacy (Hons)/ UCSI University, Malaysia.**

---

## **Languages/Dialects**

- |  |  |
|--|--|
| • English (Native/Bilingual Proficiency) | • Cantonese (Professional Working Proficiency) |
| • Malay (Native/Bilingual Proficiency)   | • Hakka (Limited Working Proficiency)          |
| • Mandarin (Limited Working Proficiency) |  |

---

## **Reference**

Ms. Yew Ming Chui (Hovid's retired Head of Business Development with 32 years of service)

- Contact information available upon request

---

## **Hobbies**

Enjoys travelling and connecting with people of various backgrounds. Loves the outdoors, an avid hiker.