

# **Curriculum Vitae**



## **Mohd Fairuz Salleh PJK, CA(M), FCCA**

Address : No. 26, Jalan Jenaris 2/3, Taman Jenaris 2, 43000 Kajang, Selangor, Malaysia  
Telephone : +6012-3866092  
Email : msfairuz@gmail.com

Mohd Fairuz Salleh is a Chartered Accountant of the Malaysian Institute of Accountants (MIA) and a Fellow of the Association of Chartered Certified Accountants (ACCA). He completed a professional course in Business Strategy by The Wharton School of the University of Pennsylvania. He is also an alumnus of Malay College Kuala Kangsar (MCKK). Mohd Fairuz specialises in strategic planning and corporate development with substantial experience in diverse sectors including technology, infrastructure and utility. He was a key team member in securing a concession renewal from the Government of Malaysia for an established fleet management organisation under the Public Private Partnership (PPP) concept.

### **Summary of Curriculum Vitae**

Current Position	: General Manager, Corporate Services in Citaglobal Berhad
Highest Qualification	: Fellow, Association of Chartered Certified Accountants (ACCA)
Years of Experience	: 19 Years
Specialisation	: Strategic Planning, Corporate Development, Public Private Partnership (PPP), Corporate Affairs, Stakeholder Management, Government Liaison

## **Accomplishments**

- Key team member in securing a contract amounting to RM261 million for the Klang Valley Electrified Double Track Phase 2 (KVDT 2) project for Citaglobal Engineering Services Sdn Bhd, a wholly owned subsidiary of Citaglobal Berhad. The scope of works for the contract includes the supply, delivery, construction, successful completion and maintenance of bridges, culverts, drainage and fencing works which form part of the KVDT 2 project. The KVDT 2 project is a rail rehabilitation venture that covers 265km of the electrified double-track network in the Klang Valley.
- Key team member in securing a contract worth RM13.3 million for Citaglobal Engineering Services Sdn Bhd, a wholly owned subsidiary of Citaglobal Berhad for the decommissioning, dismantling, demolition and disposal of balance of a gas-fired power plant in Port Dickson.
- Key team member in securing a Letter of Intent for a consortium between Citaglobal Berhad and Reneuco Berhad from Malaysia Rail Link Sdn Bhd (MRL) to become the independent power producer (IPP) for the East Coast Rail Link (ECRL) project. The ECRL project is a 640km-long railway link connecting different parts of the east coast region with the west coast region in Peninsular Malaysia.
- Led the development of renewable energy business segment for Citaglobal Berhad by building capabilities and specialisations in battery energy storage system (BESS) and solar technologies. Initiatives include development of strategic and business plans; engagements with Government ministries, departments & agencies; establishment of joint venture with BESS technology partner; acquisition of solar photovoltaic companies; establishment of collaborations and partnerships with industry players locally, regionally and internationally in developing the business and market base.
- Led the corporate restructuring exercise for Citaglobal Berhad encompassing review of the organisation's vision, mission & core values, rationalisation of business segments and expansion into renewable energy & telecommunications infrastructure businesses; in line with the aim to become a leading player in technology-driven industries. Value creation strategies comprise expanding the order book, creating the streams for recurring income, and focusing on new growth drivers.
- Led the corporate rebranding exercise for Citaglobal Berhad involving new company name, logo and tagline. Key initiatives include adoption of corporate brand guidelines across the group of companies, enhancement of corporate website and social media, redesign of corporate profile and standardisation of corporate gifts and promotional items.
- Managed the transition from manual to electronic board papers for Citaglobal Berhad, by which meeting documents and feedbacks are digitalised for easier access and archiving. Documents are viewed and updated in real time on tablets. Printing of meeting documents are also significantly reduced.
- Led the strategy development for the transformation of companies involved in urban public transport sector, on behalf of the Government of Malaysia. Primary objective of the transformation programme is to address structural and financial issues facing the sector. Key roles include developing a comprehensive transformation plan, change management plan and communications strategy to achieve the desired end-state. It is envisaged that in the long run, the transformation will enhance the urban public transport sector's overall performance and service delivery to the public.

- Key team member in securing a concession renewal from the Government of Malaysia for an established fleet management organisation under the Public Private Partnership (PPP) concept. Led the development, preparation and submission of proposals for the Concession to Supply, Maintain and Manage Government of Malaysia Vehicle Fleet. Responsibilities include formulation of proposal strategy, value propositions, business model and financial model. Acted as the primary contact person between the Government of Malaysia and the company in relation to the proposal. In addition, responsible for the interim extension of the existing concession.
- Led the initiative in the strategy development for the restructuring of National Sewerage Industry under the Public Private Partnership (PPP) concept for the sustainability and self-sufficiency of the industry. Key strategic thrusts of the initiative include:
  - Balance sheet restructuring towards an asset-light model;
  - Expanding the revenue base and boosting collections;
  - Enhancing the operational efficiencies; and
  - Developing ancillary business potentials.
 Successful implementation of the strategic thrusts will eventually enable the Government to save approximately RM200 to RM300 million annually in subsidies and recover RM2 billion in non-performing loans.
- Team member in securing the construction component of the Irrigation Modernisation Project in Muda Paddy Granary Area. With a total value of RM2.2 billion, the project was initiated under *Entry Point Project 10 (EPP 10): Strengthening Productivity of Paddy Farming of the Agriculture National Key Economic Area (NKEA)*. Key value propositions include assisting the Government to expedite the land acquisition process and the guarantee to successfully deliver the mega project on-time, on-cost.
- Led the initiative to introduce water recycling program for the district cooling system in Cyberjaya. This is in line with the Government's aspiration to develop Cyberjaya as a green and sustainable township by promoting energy efficiency, resources preservation and environmental impact reduction.
- Developed various strategic proposals for submission to the Government of Malaysia including the following high-profile projects:
  - National Water Infrastructure Development and Funding;
  - Commercialisation of Advanced Membrane Technology for Water and Wastewater Treatment;
  - Integration of National Water Supply and Sewerage Services Industry;
  - Implementation of National Non-Revenue Water (NRW) Reduction Program; and
  - Enhancement of Rural Water Supply Services.
- Involved in securing project funding in the form of soft loans and grants obtained from Government agencies including the Malaysian Ministry of Finance (MOF) and Ministry of Science, Technology & Innovation (MOSTI) for business start-ups and expansions of Small & Medium Enterprises (SMEs) in various industries.
- Implemented business process streamlining and digitalisation of property management system for a Real Estate Investment Trust (REIT) listed on Bursa Malaysia.

## **Employment History**

### **1. Citaglobal Berhad**

*July 2022 – Present*

Position Title : General Manager, Corporate Services

Industry : Conglomerate

#### **Responsibilities:**

- Lead the strategic planning development comprising long term strategic plans and annual business plans, as well as monitoring of strategy implementation.
- Lead the strategic business development initiatives from opportunity screening, evaluation, structuring, negotiation and closure and post deal management either via joint venture, merger & acquisition or strategic collaboration.
- Establish collaborations with strategic partners at local, regional and international levels for technology know-how, funding, business offtake and market development.
- Lead the Government Liaison function involving various ministries and agencies comprised of decision makers, policy makers and end users.
- Lead the full spectrum of the corporate affairs function including the affairs of Executive Chairman & President's office.
- Coordinate with Company Secretary and Corporate Advisors in meeting the requirements of Companies Act and Bursa Malaysia; including to review board papers, board resolutions, announcements, press releases and other related documents.
- Lead the corporate communications function including brand management, strategic communications, public relations, event management and corporate social responsibility (CSR).
- Involve in relationship building and management to enhance corporate image and presence, as well as for market information gathering.

### **2. Prokhas Sdn Bhd (Wholly-owned by Minister of Finance, Incorporated)** *February 2021 – July 2022*

Position Title : Associate Director, Corporate Advisory

Industry : Advisory Services

#### **Responsibilities:**

- Provide corporate advisory services in line with Prokhas' objective to be the leading corporate advisor to the public sector.
- Plan and execute the Corporate Advisory Department's business development strategies and activities within the specified business segment.
- Establish rapport and build relationship for business development opportunities with potential clients.
- Maintain and manage relationship with clients and stakeholders to develop recurring business opportunities for the department.
- Research and develop understanding of prospective clients' needs and requirements in order to identify new leads & potential new business.
- Develop approach, prepare proposals, and establish deliverables for complex engagements proposals.
- Manage all aspects of complex engagement execution and ensuring timely, accurate and quality deliverables.

### **3. SPANCO Sdn Bhd**

*June 2016 – January 2021*

Position Title : Head of Corporate Planning

Industry : Fleet Management

#### **Responsibilities:**

- Lead the development, preparation and submission of proposals for the Concession to Supply, Maintain and Manage Government of Malaysia Vehicle Fleet. Responsibilities include formulation of proposal strategy, value propositions, business model and financial model.
- Lead the strategic planning and monitoring of the strategy's implementation. Include long term strategic plans and annual business plans, as well as organisational performance management.
- Lead the initiatives in corporate development, continuous improvement and innovation to add value, enhance efficiency and streamline business processes.
- Lead the strategic business development initiatives by identifying, assessing and pursuing new growth area for the company through preparation and submission of commercial proposals.
- Lead the Government Liaison function by dealing with Top Government Officers in various ministries and agencies comprised of decision makers, policy makers and end users.
- Lead the full spectrum of the corporate affairs function including the affairs of Chief Executive Officer's office.
- Lead the corporate communications function including brand management, strategic communications, public relations and corporate social responsibility (CSR).
- Lead the editorial team of the company's bi-monthly newsletter and online portal.
- Handle the legal and secretarial matters of the company including agreements, contracts and litigations.
- Handle the stakeholder management strategy and implementation. Stakeholders comprised of shareholders, employees, Government of Malaysia, as well as existing and potential customers.
- Involve in relationship building and management to enhance corporate image and presence, as well as for market information gathering.

### **4. MMC Corporation Berhad**

*April 2012 – May 2016*

Position Title : Manager, Business Development

Industry : Water & Wastewater Solutions

#### **Responsibilities:**

- Engage in the development of overall business development strategies and plans in water and wastewater business segments for the group companies.
- Identify, assess, pursue and secure new business opportunities for group companies including preparation and submission of commercial proposals to top management, business partners, government agencies and potential clients.
- Formulate key value propositions and carry out detailed business model design, financial modelling and market analysis for specific business proposals.
- Provide follow-through on business proposals; from conceptual stage up to the project implementation.
- Plan and implement relationship building & management activities with existing and potential clients, business partners and other relevant stakeholders.
- Managing commercial issues pertaining to on-going and targeted businesses, as well as establishing proposed solutions.

## **5. Virtus Associates Sdn Bhd**

*March 2009 – March 2012*

Position Title : Senior Consultant

Industry : Consulting (Business & Management)

### **Responsibilities:**

- Strategic and business planning for start-ups and SMEs covering business model design, financial modelling, market intelligence and analysis, as well as relationship building and management. Include preparation and presentation of proposals on behalf of client to external parties such as regulators, lenders and investors covering Government ministries and agencies, banks and financial institutions involving high level meetings with senior management and officials. Also involve in business process design, setup and implementation.
- Execution of consulting projects including risk management, internal audit and key controls review of business operations, finance and IT environment; including identification of critical issues and recommendations for improvement.
- Lead the business process outsourcing unit covering accounting, human resource and management services.

## **6. UEM Group Berhad**

*September 2007 – March 2009*

Position Title : Senior Executive, Business Development

Industry : Infrastructure and Services

### **Responsibilities:**

- Relationship building and management with existing and potential clients and business partners.
- Identify, assess and pursue new business opportunities for group companies including preparation and submission of proposals to top management, business partners, government agencies and potential clients.
- Prepare presentation materials and attending to meetings and discussions with clients and business partners including high level meetings with top management.
- Involve in research initiatives and information gathering for organisation's core businesses.
- Prepare periodical reports and updates of targeted business segments and industries for distribution across group companies.

Position Title : Senior Executive, Internal Audit

*August 2004 – September 2007*

Industry : Infrastructure and Services

### **Responsibilities:**

- Perform preliminary survey to identify areas for audit emphasis and identify key control points of the system, function or activity being audited.
- Design audit programs based on input from the preliminary survey as well as auditees' comments and suggestions.
- Determine and perform appropriate audit testing and sampling procedures to analyse and test transactions and processes, as well as preparation of reports in respect of audits and investigations.

## **Professional and Educational Background**

**Professional Course in Business Strategy**  
**The Wharton School of the University of Pennsylvania**  
July 2018

**Professional Course in Corporate Strategy**  
**University of London and UCL School of Management**  
February 2018

**Malaysian Institute of Accountants (MIA)**  
Chartered Accountant since March 2018

**Association of Chartered Certified Accountants (ACCA)**  
Fellow since December 2020  
Member since December 2015

**Bachelor's Degree in Business Studies in Accounting**  
Major : Accounting  
Institute : Dublin Business School, Malaysia  
Graduation Year : 2002

**Sijil Pelajaran Malaysia (SPM)**  
School : Malay College Kuala Kangsar  
Results : Grade 1, Aggregate 11  
Stream : Pure Science  
Year : 1998

**Penilaian Menengah Rendah (PMR)**  
School : Malay College Kuala Kangsar  
Results : 8As  
Year : 1996

## **Honours & Awards**

**Pingat Jasa Kebaktian (PJK)**  
**Awarded by Tuan Yang Terutama Yang di-Pertua Negeri Melaka**  
November 2017

**Pingat Jasa Belia (PJB)**  
**Awarded by Gerakan Belia 4B Malaysia**  
May 2023

**Personal Particulars & Preferences**

Date of Birth : 14 August 1981  
Place of Birth : Petaling Jaya, Selangor  
Nationality : Malaysian  
Gender : Male  
IC No. : 810814-10-5173  
Marital Status : Married  
Language Proficiency : English and Bahasa Malaysia

**Affiliated Associations**

1. Chartered Accountant, Malaysian Institute of Accountants (MIA)
2. Fellow, Association of Chartered Certified Accountants (ACCA)
3. Former National Treasurer General, Gerakan Belia 4B Malaysia
4. Former Headquarters Commissioner, The Scouts Association of Malaysia, Wilayah Persekutuan Kuala Lumpur
5. Life Member, Malay College Old Boys Association (MCOBA)
6. Member, Malaysian Amateur Radio Emergency Services Society (MARES)