



## **Awangku Faizulemari bin Awang Tajudin**

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Motivated sales and marketing professional passionate about realizing aspirations to life. Proficient in sales and marketing, project management, business development, construction, design, operation, and maintenance of gas supply system, Cogeneration solutions and biogas renewable energy.

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### **CORE COMPETENCIES**

- Planning and oversight
- Coordinate and meeting scheduling
- Cross-team management
- Administrative coordination
- Creative innovation
- Problem-solving

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### **EDUCATION BACKGROUND**

#### **Bachelor of Chemical Engineering (Majoring in Gas)**

– University Technology of Malaysia (2000)

#### **Malaysia Certificate of Education**

– St. Joseph Secondary School (1994)

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### **PROFESSIONAL EXPERIENCE**

#### ***Sime Darby Energy Solutions Sdn Bhd (SDES)***

***2021 – Present***

*Sales & Marketing Dept. – Head of Sales & Marketing and Special Projects (Jan 2021 – Present)*

- Report to Head of Sime Darby Energy Solutions Sdn Bhd to grow the market for SDES in providing EPCC and after sales services for Cogeneration solutions.
- Lead, prepare, manage, and coordinate Cogeneration EPCC and After Sales services tender process that includes preparing a complete technical and commercial proposal for submission. This requires working closely with other departments and SDES vendors to coordinate the tendering process and final submission.
- Manage clarification with customers on the submission and lead the negotiation process as required.
- Prepare and manage management approvals for the proposal submission and tender conclusion based on the requirements of Sime Darby LOA's.

- Plan, strategize and execute strategy to penetrate more Cogeneration business especially in the new segments for Cogeneration applications in other sectors of industries such as food & beverage, automotive, rubber gloves manufacturers, high tech industries and data centers.
- Execute and develop biomethane and other clean energy initiatives by engaging with potential suppliers and clients. Preparing several business case proposals to client for biomethane and waste heat energy recovery projects.
- To date achievements since 2021:  
Secured Four (4) new project for Cogeneration EPCC projects with total contract value around RM140 mil and three (3) Long Term Service Agreement contracts with total contract value around RM80 mil.

***Sime Darby Gas Malaysia BioCNG Sdn Bhd***

***2018 – 2020***

*Seconded to Sime Darby Gas Malaysia BioCNG Sdn Bhd as Head of Company to oversee the operation and carry out business development for the Company (Jul 2018 – Dec 2020)*

- Report to the Board of Directors that consists of Sime Darby Industrial and Gas Malaysia Berhad key personnel on business operations of the Company.
- Lead, manage and expand the BioCNG business in securing and capturing new market areas and potential customers to be supplied with BioCNG.
- During the period, expand the business footprint to users in Selangor, automotive manufacturing plant in Rawang & Tanjung Malim, rubber millers in Negeri Sembilan, Pahang and Johor for the proposed BioCNG utilization. Secured numbers of Pre-Supply Agreement with the end users for potential BioCNG supply.
- Manage day to day business operation from sourcing of BioCNG from Palm Oil Mills and Biogas Plant, logistic of BioCNG transportation until the operation of PRU at customer's end.
- Project development and management for the system supply chain. Project execution for BioCNG supply to new users consists of BioCNG Plants, CNG trailers, Pressure Reduction System and SCADA system for monitoring purposes.
- Engagement with various parties such as industrial and commercial users for promotion of BioCNG, authorities especially DOSH for equipment approvals, government agencies such as MIDA and GreenTech for incentives application, relevant ministries, MPOB and Suruhanjaya Tenaga for policy enhancement and execution, plantation, and sewerage companies for new sources of biogas and other industry players for new technology.

***Maxwell Group Sdn Bhd***

***2015 – 2018***

*Project Management & Business Development (December 2015 – May 2018)*

- Project Manager for Gas Malaysia IEV Sdn Bhd Engineering, Procurement, Construction and Commissioning and Project Management Control for CNG Mother Station at Gebeng, Pahang.
- Business Development to develop and enhance the business in natural gas supply, CNG virtual pipeline, Bio-CNG, agro-tourism and food industry.

*Gas System Management (April 2005 – November 2015)*

*Manager (January 2013 – November 2015)*

*Senior Engineer (April 2005 – December 2012)*

- Coordinate centralized services for Operations & Maintenance Department and leads in managing the Operations Control Centre for efficient gas nominations and planning, customer service, response to emergency and enquiries, key performance indicator (KPI), gas quality monitoring, standard operating procedures (SOP), O&M HSE requirements, risk profiles, statistical collection and analysis, O&M annual budgeting, presentations, and manpower development.
- Stakeholder engagement on gas distribution policy with authorities, industry players and gas users and negotiating contracts with gas supplier and customers.
- Project Manager for multi-discipline EPC contracts related to LPG and Natural Gas that includes metering system, pipeline integrity inspection, SCADA system, Gas Chromatograph System, Automated Meter Reading System (AMR) and CMMS.
- Contract management, budget monitoring, cost control measures, scheduling & progress measurements for milestones and KPI monitoring, variation logs, quality control & assurance and HSE targets.

*Operations & Maintenance (April 2001 – March 2005)*

- Lead Engineer in-charge of the operation and maintenance of gas facilities in Kuala Lumpur Region. These includes plan, organise and supervise operations and maintenance for all NG and LPG gas facilities (pipeline and station) related activities and provide support for the operation and maintenance planning including cost estimation, project planning, review of work packages and related O&M contracts. All performed activities are also ensured in compliance with HSE policies and procedures at all times.

*Technical Support, Marketing Department (May 2000 – March 2001)*

- Provides engineering and design expertise in natural gas and LPG gas utilization for residential, commercial, and industrial customers that includes facilities inspection, commissioning, conversion works, trouble shooting and equipment efficiency test.