

**\* Australian Permanent Resident (+61 402 909 156)**

**PROFILE**

Highly accomplished senior executive with global experience in strategic planning, account management/managed services, strategic sourcing and procurement, cost management, operations, contract management and supplier development. Results-oriented, decisive leader with proven success and extensive experience in people management (10+ to 100+ staff). Good track record of reducing costs (achieved US\$xxM+ cost savings), increasing productivity, improving quality and improving free cash flow.

Technology Category expertise in Hardware, Software, IT Accessories, Telecom, IT Services and non-Technology categories (Fitness Equipment, Real Estate, Facilities Management, Professional Services, Construction, HR and Marketing) with an addressable spend upwards of US\$1B. Strong international business experience with demonstrated business development and excellent focus on stakeholder management including driving revenue enablement opportunities for the business.

**Skill Highlights**

Negotiations Expert	Strategic Sourcing	Leadership/Communication skills
Strategic Planning	Business Transformation	Contract Management
Supplier Partnerships	Process Improvement	Policy/Procedure Development
Expense Control	Audit/Compliance	Budget Analysis

**PROFESSIONAL EXPERIENCE**

**Aug 2023 – Present / PropertyGuru Group (Malaysia)**  
**Head of Procurement**

**Company Profile**

PropertyGuru is Southeast Asia’s #1 digital property marketplace with leading positions in Singapore, Malaysia, Vietnam, and Thailand. Currently host more than 2.9 million real estate listings monthly, serve 37 million property seekers monthly with more than 59,000 active real estate agents across four growing economies of Southeast Asia – Singapore, Malaysia, Vietnam, and Thailand.

**Role Profile**

Governance Structure Development: Establishing a robust governance structure that ensures alignment with overall business objectives and enables effective decision-making within the procurement function. This includes defining roles, responsibilities, and reporting mechanisms to streamline operations and improve accountability.

**Policy Development and Guidelines:** Developing and implementing procurement policies and guidelines that align with the new governance structure and support strategic objectives. This ensures consistency, transparency, and compliance with organizational standards.

**Process Improvements and Compliance:** Continuous improvement of procurement processes to enhance efficiency, reduce costs, and mitigate risks. This includes implementing best practices, standardizing workflows, and ensuring compliance with regulatory requirements and internal policies.

**Guidelines and Toolkits Development:** Creating comprehensive guidelines and toolkits to support procurement activities, including supplier selection, contract management, and performance evaluation. These resources facilitate consistency and adherence to established procedures across the organization.

**Upskilling of Procurement Teams:** Investing in training and development programs to enhance the skills and capabilities of procurement professionals. This includes providing education on new technologies, methodologies, and industry trends to drive innovation and performance excellence.

**Responsible Supply Chain Program:** Leading the development and implementation of a responsible supply chain program aligned with PropertyGuru's sustainability goals. This involves promoting ethical sourcing practices, environmental stewardship, and social responsibility throughout the supply chain, including circular economy initiatives.

By focusing on these core competencies and aligning them with PropertyGuru Group's transformation initiatives, the strategic procurement function can drive value creation, mitigate risks, and contribute to the achievement of broader organizational objectives.

**Oct 2021 – Aug 2023 / MISC Group (Malaysia)**  
**Group Head – Governance, Platform, Performance & ESG**

**Company Profile**

World leading provider of international energy maritime solutions and services. The principal business comprises of energy shipping, operations of offshore floating solutions, integrated marine services, engineering and construction, port management and maritime services. Subsidiaries include EagleStar, MMS (Maritime Services), ALAM (Maritime Academy), MHB (Marine and Heavy Engineering) and AET (American Eagle Tankers).

**Role Profile**

Establish core competencies of Strategic Procurement across MISC Group with the development of 'Best in Class' Governance structure, adoption of Category Management principles, process improvements and compliance, establish guidelines/toolkits and implementation of commodity codes across the group. In alignment with MISC Group Transformation initiatives, the Procurement transformation focuses on upskilling of Procurement teams, policy development and guidelines in accordance with new Governance structure and the implementation of new S2C/P2P platforms (Coupa & S4 Hana). In addition, lead the Responsible Supply Chain program across the Group in line with MISC's overarching Group Sustainability Goals focusing on circular economy initiatives.

## **Key Achievements**

- Developed new Group Procurement Governance guidelines/policies and Category Management framework
- Created Category Management guidelines and tool kits for group wide use
- Established commodity classification across the Group for the new digital platform
- Rationalized Group spend for development of Procurement plans in the business
- Category Strategy development/implementation for all Business Units
- Organizational restructure and competency development of all Procurement functions across the Group
- Responsible Supply Chain program - developed Procurement Sustainability policy and guidelines; develop ESG plans with strategic partners; establish and track ESG initiatives across the Group

## **Oct 2019 – Oct 2021 / NCR Corporation (Malaysia) Commodity Manager, APAC**

### **Company Profile**

NCR at 135+ years, is the world's enterprise technology leader for restaurants, retailers and banks. The #1 global POS software provider for retail and hospitality, and the #1 provider of multi-vendor ATM software, we create software, hardware and services that run the enterprise from back office to the front end and everything in between for our clients. NCR is the inventor of the electronic cash register, the magnetic credit card strip and the self-check-out machines.

### **Role Profile**

Led all APAC wide new projects for the financial, technology, retail, hospitality and professional services line of businesses. To establish supplier base for Total Installation Solutions (construction / fit-out). Conduct supplier rationalization for SEA maintenance contracts specific to ATM, PoS, network, PC and technology – migration of support structure to an efficient model (post covid 19).

## **Key Achievements**

- ANZ ATM managed services restructuring and rationalization
- ANZ PoS refresh nationwide - deployment project
- Established all managed services agreements with ANZ vendors
- Total Install Solutions (TIS) fit-out projects for ATM lobbies and F&B retail
- Radius Network APAC Implementation
- Managed Print & Digitization project
- IT Infrastructure projects (F&B and retail customers)
- Technology & Telco projects (network/telco and hospitality customers)
- Cash in Transit / Cash Replenishment services
- ATM disposal projects
- Covid 19 related projects (sanitization solutions for ATM/PoS, thermal scanners, etc.)

## **May 2015 – Mar 2019 / Evolution Wellness Holdings (Malaysia)** **Head of Procurement, Asia**

### **Company Profile**

Evolution Wellness Holdings is the regional leader in the wellness and fitness industry with club operations in Hong Kong, Indonesia, Malaysia, Philippines, Singapore and Thailand. Our brands, Celebrity Fitness, Fitness First and CHI are distinguishable and accessible from

160+ clubs located in major cities across the region. Our wellness brand, Fivlements with operations in Bali and Hong Kong, ranks on the world stage in delivering comprehensive wellness and lifestyle transformation programs.

### **Role Profile**

Led transformation of organization to a strategic procurement model by establishing a collaborative model and a foundation of formalized processes and tools to drive diligent sourcing and supplier management decisions, and create and transact efficiently against the contracts. Responsible for execution and implementation of Procurement strategies within the Asia region. Lead teams of Category Managers with a combined addressable spend of USD 300M covering all purchasing/procurement activities across the region.

### **Key Achievements**

- Established a strategic procurement organization - developed and implemented category classifications, processes, policies, strategy planning and contracts/negotiations
- Cost reduction initiatives and forecasting programs that generated savings (c. USD 30M)
- Led global/regional supplier contract negotiations for all business units
- Built the Approved Suppliers List and Supplier Performance scorecard for the region
- Established policies/processes and supplier contracts for Facilities Management across the region Ran multiple high spend RFP projects – IT network infrastructure, IT WIFI project, Fitness Equipment, Digital Marketing, General/Medical insurance and Facilities (c. USD 50M)
- Achieved improved terms and conditions for strategic projects
- Supported the CEO on business development/innovation initiatives
- Conducted audit/compliance internal reviews with all stakeholders
- Implemented supplier partnership programs that provided competitive advantage while ensuring premium quality supply and a reduction of total system costs

## **Jun 2011 – Jun 2014 / Hewlett-Packard Co. (Malaysia)** **Senior Manager, Strategic Procurement – Global Technology Products**

Accountable for the Technology space globally for Hardware, Software and IT Accessories. Lead a team of global Category Managers (13) with addressable spend of US\$1B covering all industries including public and private sectors.

### **Key Achievements**

- Developed sourcing strategies and delivered cost savings from FY11 to FY13
  - FY13 achieved \$73M exceeding savings targets by \$5M

- FY12 achieved \$68M exceeding savings targets by \$33M
  - FY11 achieved \$30M exceeding savings targets by \$7M
- Collaboration with Global Network Services (US) for certification process of network cables (Commscope) and server racks (Rittal) for HP Standard
- Lead the Global Technology organization for all APJ engagements with focus on maintaining close stakeholder relationships in the region
- Developed the APJ Technology Suppliers list to drive improved spend (\$100M) of key suppliers
- Implemented the 'balance of trade' program with all APJ tier 1 and 2 key suppliers
- Successful partnerships with the US Public Sector team leading to wins of NMCI and NASA projects with combined TCVs of \$6B
- Established supplier base and contract/pricing strategies for the Critical Facilities Services (Data Centers) business in the APJ region
- Implemented the global Reseller consolidation strategy including margin/uplift reduction and Volume Rebate for EMEA (e-Sourcing)
- Implemented Reseller strategy to drive more spend across APJ from OEMs for improved efficiency on Enterprise project deliverables
- Developed Supplier Dossiers for products/services and pricing with structured discounts
- Lead and established the Direct Purchase Program strategy with OEM suppliers (now incorporated into Supplier Development initiative)
- Realigned Accessories domain to reduce number of SKUs and leverage volume
- Improved team Employee Engagements through mentorship programs and F2F training programs

**Nov 2009 – May 2011 / Hewlett-Packard Co. (Malaysia)**  
**Senior Manager, Strategic Procurement – Global Sourcing Center**

Accountable for the APJ procurement operations covering all categories – Technology Products, Professional/IT Services, Marketing, Real Estate and HR. Led a team of procurement professionals (11) with language skills supporting local language countries such as China, Japan, Korea, Taiwan Thailand and rest of APJ.

**Key Achievements**

- Responsible for design and transformation of Sourcing Center structure as a supporting function to all Global Categories team for Tier 2 and 3 vendor portfolios
- Established contract/negotiations support, local language support, sourcing, supplier qualification, D&B reporting, RFx, operations and deal pursuits
- Contributed total cost savings of \$20M for all categories across APJ in line with category management savings strategy
- Collaboration with Process and Compliance teams to establish new \$ thresholds for contract requirements, strengthen PO T&Cs and redesign of processes to reduce low value contract volumes across APJ (China, Japan, India, etc.)
- APJ Lead for Global Tier 3 Contract Reduction Program and Global PO Compliance Program

## **Nov 2007 – Oct 2009 / Hewlett-Packard Co. (Malaysia) Global Procurement Manager (Regional Delivery Center)**

Managed a team of procurement buyers (11) with APJ coverage supporting tactical procurement operations – competitive buyer activities, contract administration and sourcing activities. Team is responsible for PR/PO reviews of thresholds above \$25K and all high-risk commodity purchases.

### **Key Achievements**

- Led the APJ transition team for deployment of SmartBuy application, COMPASS system and various procurement tools
- Partnered with APJ Category Management for the development and implementation of sourcing strategies – HR, Real Estate and Workplace Services, Hotel and Travel categories
- Lead for the APJ Split Transaction Program and Global ATF Program
- Key member of the SmartBuy Catalog project team for HP internal use

## **Nov 2006 – Oct 2007 / Hewlett-Packard Co. (Malaysia) Account Services Delivery Manager (Technology Services – ITO)**

Responsible for the Service Delivery of our global accounts (GM, Clorox, PepsiCo and KONE) supporting platforms such as Wintel, UNIX, Network, Database and SAN/Backup. Accountable for customer/operations escalations, quality management, incident/problem/change management and vendor management.

## **Apr 2004 – Jul 2006 / Dell Asia-Pacific (Malaysia) Key Accounts Manager (Customer Care)**

Managed the Top 10 Global Key Accounts (GCP) in APJ (Motorola, Seagate, Philips, Schlumberger, Siemens, Dupont, Nestle, Emerson, ExxonMobil and AIG) as the account management focal point. Led all aftersales key account engagements for the corporate sales, technical support and quality teams. 3<sup>rd</sup> level Escalation Manager for the Australia/New Zealand customer care support team.

## **Apr 2003 – Dec 2003 / Chinese Maternity Hospital (Malaysia) Head Administrator / General Manager**

Directed financial functions, operations and management of the hospital staff for one of the oldest women and children's hospital in the country (est. 1913). Performed in-depth analyses of cost structure and revenue stream, made recommendations, and ensured financial information was responsive to organizational / economic changes.

## **Aug 1996 – Jan 2003 / Visa Network, Inc. (USA) Operations Manager**

Established and expanded the business to meet growth demands of our premium Consular and Passport service which caters to 85% of the major high-tech industry based in Silicon Valley and the US. Worked closely with all Consulates and State Departments to meet the requirements of our business travelers – relocation, new branches, work visas, passport new and renewals. Developed key strategies for business development opportunities to increase sales revenue while maintaining an efficient operating expense structure for the company.

## **Jun 1995 – Jul 1996 / International Express, Ltd (USA) Book-Keeper**

Managed and maintained company accounts payables/receivables, income statements, general ledgers and employee payrolls. Responsible for integrating accounting processes to ensure accurate monthly reporting.

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## **Activities**

- Procurement Leaders – APAC Procurement Awards 2022 - Judge
- Master of Ceremony for the Employee Development Day – Global Procurement, Global IT, Global Security, Global Business Services and Global Sales Operation organization event (Malaysia)
- Regional Host Manager for the Korea, Malaysia, Philippines, Thailand and Vietnam Global Procurement team for all employee engagement activities
- Led the APJ Technology segment for the Global Procurement Supplier Forum (Singapore)
- Key contributor to the APJ Compliance Audit team for annual audits in the region
- Business Process Improvements (Dell) / ITIL Foundation certified
- 8 Highly Effective Habits workshop
- Annual Leadership Training programs (US)
- Captained the Futsal and Badminton team in HP (Malaysia)

## **Projects**

Navy Marine Corp Intranet – NGEN project [TCV: US\$3.5B over 5 years]  
NASA – ACES project [TCV: US\$2.5B over 7 years]  
Singapore Government – SOE project [TCV: US\$1B over 8 years]  
Australian Tax Office – ATO project [TCV: US\$500M over 5 years]  
Commonwealth Bank of Australia – CBA project [TCV: US\$3.8B over 10 years]

## **Education**

Golden Gate University (1998) - MSc Telecommunications Management  
Golden Gate University (1995) - BSc Finance