



## PERSONAL DATA

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**NAME:** Ng Kim Ping (Kentmen)

**ADDRESS:** 20, Jalan Damai Rasa 12, Alam Damai  
Cheras, 56000 Kuala Lumpur.

**AGE:** 56

**SEX:** Male

**MARITAL STATUS:** Married

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## EDUCATION AND QUALIFICATIONS

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2002	MBA – Charles Sturt University, Australia
1989	Diploma in Commerce – Kolej Tunku Abdul Rahman, KL
1986	STPM - SM Saint Paul, Seremban

## COMPUTER SKILLS AND OTHERS

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- SAP, MS Window, Excel, Word, PowerPoint, MS Outlook

## LANGUAGE SKILLS

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- Language Spoken: English / Bahasa Malaysia / Mandarin / Hakka / Cantonese / Hokkien
- Language Written: English / Bahasa Malaysia / Mandarin

## OVERSEAS ATTACHMENT

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- Helsinki (Finland), Dublin (Ireland)
- Camberley (UK), Omagh, Dungannon (Northern Ireland)
- Dusseldorf, Berlin, Meerane (Germany), Budapest (Hungary), Milan (Italy)
- Copenhagen (Denmark), (Singapore), Dhaka (Bangladesh)
- Manila (Philippines), Bangkok (Thailand), Islamabad (Pakistan)
- Bangalore, New Delhi (India), Jakarta, Medan, Palembang (Indonesia)
- Shanghai, Beijing, Shenzhen, Wenzhou, Inner Mongolia, Qinghai, Ningxia, Shanxi, Xiamen, Zhejiang, Xining, Hebei – (China)
- Hong Kong, (China)
- Tehran (Iran),
- Lagos, Calabar, Cross River State (Nigeria)
- Phnom Penh, Sihanoukville (Cambodia)

## TRAINING AND DEVELOPMENT

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- The Seven Habits of Most Effective People –Steven Covey
  - Management Skill – MIM
  - Supply Chain Management – FMM
  - Strategic Procurement & Supply Chain – MIPMM
  - Quantum Leap to Improve Purchasing Performance & Cost Savings – Re-engineer & Change Purchasing Process - MIPMM
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## EMPLOYMENT BACKGROUND

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**Aug 2021 – Oct 2023**

**Cambodian Energy Limited  
Based in Sihanoukville and Phnom Penh, Cambodia**

**Nature of Business:**

**Power Generation**

**Position Held:**

**Senior Manager – Procurement & Logistics**

**Report To:**

**Country Manager, Cambodia**

- **Job Summary:**
  - Managing the Procurement & Logistic Department on the process of sourcing, procuring and timely delivery of power plant's fuel, consumables, spare parts and services for Group of Companies in Cambodia
  - Do in all the incumbent's authority to implement and maintain the Purchase Policy/Procedure of the Company and in all respects conform to and comply with all proper and reasonable directions and regulations of the Company or Group of Companies in Cambodia
  - Monitor and improve on the current customs clearance/logistics arrangement for costs savings and on time delivery.
  - Fine tune & improve on the Procurement Process to ensure optimization of costs. Evaluate & recommends the best sourcing strategies for high values purchases.
  - Review & manage relationship with vendors for strategic negotiation, include working relationship with China suppliers and service providers to ensure that spare parts and materials for major projects sourced from overseas includes China OEMs are coordinated as part of the overall project procurement plan,
  - Lead the negotiation, placement and administration of outage/project-related service contracts, major equipment purchases and major supplies from in-country and overseas vendors.
  - Prepare commercial tender documents and specifications; negotiate for advantageous terms, reviewing existing contracts to ensure on-going feasibility; and performing risk assessments on potential contracts & agreements for parts & services.
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**Oct 2017 – Sep 2020**

**Wilmar International Limited – Singapore  
Biase Plantations Ltd and Eyop Industries Ltd  
Based in Cross River State, Nigeria**

**Nature of Business:**

**Palm Oil Plantation**

**Position Held:**

**Head of Procurement**

**Report To:**

**General Manager / Plantation Head for East Malaysia and Africa**

**Job Summary:**

- Oversee all procurement initiatives for the estates and mill.
  - Responsible in developing new/current suppliers, assuring that products and services are delivered with quality, cost and delivery performance required by the business.
  - Ensure all supplier sourcing activities align with goals of the sourcing strategy.
  - Support the RFQ (request for quote) process with both new and existing suppliers in support of supplier transition activities and new business sourcing activities.
  - To develop and formulate procurement strategies for the operation.
  - To minimize risk exposure in supply and service contracts and maximize opportunities in operations through supplier management.
  - To implement process improvement and knowledge transfer to the team
  - Actively identify and develop areas of value creation within the supply chain.
  - Build strong, value-adding relationships with suppliers, internal customers, and cross-functional departments.
  - Capable of independently leading negotiations and influencing the supply base to achieve department metrics for cost, quality, and delivery targets.
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**Feb 2012 – Mar 2016**

**Malaysian Newsprint Industries Sdn Bhd**

**Nature of Business:**

**Manufacturing**

**Position Held:**

**Procurement Manager**

**Report To:**

**Chief Executive Officer**

**Job Summary:**

- To be responsible for all procurement activities
- To develop and formulate procurement strategies in line with company's objective and focus.
- To minimize risk exposure in supply and service contracts and maximize opportunities in operations through supplier management.
- To ensure that goods and services are supplied on time via acceptable terms and conditions.
- To lead and to ensure all purchases are managed with best practices according to Corporate, Company and Government Policies and to the best interest of the company and its stakeholders.

**Reason for Leaving:**

Organisation right sizing exercise, wound up in 2017.

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**Feb 2008 – Jan 2012**

**Megasteel Sdn Bhd**

**Nature of Business:**

**Steel Manufacturing**

**Position Held:**

**Senior Manager, Sourcing & Purchasing**

**Report To:**

**Group Director**

**Direct Reports:**

**20**

**Job Summary:**

- Source, select and negotiate with suppliers to constantly strive for best purchase price while maintaining the highest level of quality, reliability, and service.
- Develop cost reduction strategies, negotiate pricing as well as participate actively in supplier development and evaluation programs.
- Analyze market and delivery systems to determine present and future material availability.
- Provide leadership in the development of special initiative and alignment of division sourcing, contract negotiations and partnering strategies to ensure cost improvement, quality and supply targets are met.
- Develop appropriate processes and procedures to ensure the timely delivery of all needed material/services at the lowest cost and highest quality.

**Reason for Leaving:**

Organization with cash flow challenges.

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**Apr 2004 – Dec 2007**

**LogicaCMG Sdn Bhd**

**Nature of Business:**

**IT Services**

**Position Held:**

**Regional Vendor Manager – Asia Pacific**

**Report To:**

**Finance Director (M'sia) and VP, Global SCM (Ireland)**

**Job Summary:**

The development and management of internal and external relationships ensuring effective communication of plans, activities and issues with team and vendors.

- Develop and manage the Vendor Introduction Process for Asia Pac region.
- Manage specific agreed Global initiatives and designated supply sectors for the Business.
- Deliver improved supplier performance year on year against agreed metrics.
- Ensure purchasing processes are respected and adhered to by all employees and suppliers.
- Deliver agreed improvements in cost effectiveness of area of spend.
- Participate as a member of the Global Supply Chain Management team in developing the professionalism of the function.
- Manage effective order processing across the business.
- Addition discount request on case-by-case basis (on top of corporate discounts)
- Participate in Asia Bid Review and Cost Verification & Approval for 3<sup>rd</sup> party costing before proposal submission to the customers (SingTel, M1, StarHub, AirTel, Bharti, MTNL, Telkomsel, Indosat, Excelcomindo, Optus, Telstra, DST, Smartone, PCCW, Far EasTone, Maxis, Celcom, Digi, True Move, AIS, Banglalink, Aktel, Paktel, Mobilink, Telenor etc.)

**Achievement:**

- Cost reduction of US\$25 million via additional discount request, on top of corporate discount
- On time delivery to site for 95% of the project, against target of 80%
- 100% participation in all bid reviews for Asia Pac via conference call with UK, Ireland, India, Asia Pacific & Australia.
- Conducted training and briefing on procurement process and procedures to Asia Pacific region – 10 countries.
- Cost verification on all 3<sup>rd</sup> party equipment/solutions and provided recommendation on costing on all supply chain related issues (Incoterms, Logistics, Value Added Tax, Currency Exposure, Warranty etc.)
- Process Improvement for policies and procedures on yearly basis
- Overseas assignment: Dublin (Ireland), UK, Bangalore (India)

**Reason for Leaving:** Acquisition of Organization and Re-structure.

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**Jan 2000 – Mar 2004**

**Huawei Technologies (M) Sdn Bhd**

**Nature of Business:**

**Telecommunication**

**Position Held:**

**Procurement Manager – Asia Pacific**

**Report To:**

**VP Turnkey Project Management**

**Direct Reports:**

**3**

**Job Summary:**

To strategically formulate appropriate sourcing strategy for the commodities to support business p for Asia Pacific region.

- Oversee procurement and purchasing activities in the Asia Pacific region.
- To support all project bidding and procurement activities for the business
- Negotiation with local & regional vendors on commercial, financial issues – contract purchasing payment terms, Incoterms 2000 (shipping terms), additional discounts etc
- Responsible for the local purchase of equipment, parts, components etc, to support the successful implementation of equipment or service projects. Management of Suppliers / Vendors to ensure timely delivery and the quality of goods.
- Closely follow up and coordinate the implementation of contracts, to ensure contract terms are complied by both parties.
- Conduct acquisition and qualification of new suppliers, consistently control operation cost and optimize the cost structure.
- Participate in project bidding – 3<sup>rd</sup> party cost verification for project bidding in PTML, Mobilink, Grameen, Aktel, AIS, DTAC, Globe, Smart, CityCell
- Participate in Bid Review before proposal submission.
- Oversea attachment: Islamabad (PTML, Mobilink), Dhaka (Grameen, Aktel), Bangkok (AIS, DTAC), Manila (Globe, Smart, CityCell), Shenzhen (China)

**Reason for Leaving:**

Extensive travelling with no definite return date & corporate culture.

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**Feb 1995 – Dec 1999**

**Nokia (M) Sdn Bhd**

**Nature of Business:** Telecommunication

**Position Held:** Purchasing / Product Manager

**Report To:** Regional Manager

**Number of Subordinates:** 5

**Job Summary:**

- Establish purchasing policies and procedure in accordance with the company guidelines.
- Parts localization for implementation materials
- Vendors' introduction – Sourcing, Selection, Supplier Audit, Negotiation, Qualifying,
- Purchasing expediting and administration.
- Overseas assignment - Helsinki (Finland), Camberley (UK), Dusseldorf (Germany), Budapest (Hungary), Milan (Italy)
- Copenhagen (Denmark), Manila (Philippines), Bangkok (Thailand)

**Reason for Leaving:** Weak market and business direction was uncertain.

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**August 1990 – Jan 1995**

**Sony TV Industries (M) Sdn Bhd**

**Nature of Business:** Manufacturing

**Position Held:** Sourcing Officer

**Report To:** Materials Director

**Number of Subordinates:** 3

**Job Summary:**

- Parts Localization – Achieved 95% for mechanical parts against target 80%
- Supplier Evaluation/ factory audit – with engineers for both technical & procurement aspects
- Negotiation on quality, cost, delivery and services – commercial aspects
- Value analysis – cost savings of U\$7million from yearly purchase of U\$80 million
- Sourcing – Introduced 35 new suppliers, offering new materials, pricing and re-engineering. Consolidation of suppliers.

**Reason for Leaving:** Career advancement was based on rank and file, was approached by consultant to join 'newly set-up' Nokia.

## **REMUNERATION AND AVAILABILITY**

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**EXPECTED SALARY:** Negotiable

**AVAILABILITY:** Negotiable

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