




# David Lum


BUSINESS DEVELOPMENT  
MANAGER

OPERATIONAL TECHNOLOGY  
(OT) CYBERSECURITY

## Contact

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## Skills

### Project Management



### Problem Solving



### Fast-Learner



### Communication



### Leadership



### Presentation



## About

David plays a crucial role in driving business growth, protecting clients from cybersecurity threats, and ensuring the delivery of high-quality products and services. He has developed skills in building and maintaining long-term customer relationships, identifying business opportunities and implement successful sales strategies.

He is also responsible for ensuring that clients are happy with the company's products or services. His role also includes negotiating contracts and pricing with clients, providing mutual satisfaction and profitability.

## Education History

Bachelor Degree in Chemical Engineering  
**University Tunku Abdul Rahman (UTAR)**

May 2016 - May 2020

- Major in Process and Plant Design, Petroleum Chemistry and Petrochemical

## Work Experience

Accumax Resources Sdn. Bhd.

### Business Development Manager

June 2023 - Present

- Operation Lead
- Market Research and Analysis
- Partnership Development
- Client Presentation and Proposals
- Strategic Planning
- Metrics and Reporting

### Account Manager

April 2022 - May 2023

- Project Manager & Team Leader
- Human Resource Allocation
- Negotiated contracts and pricing with clients
- Leverage cost-saving measures to improve profitability while maintaining quality and service levels

### Account Executive

July 2020 - March 2022

- Handling Oil & Gas accounts
- Develop new sales in Power Industry accounts
- Maintain good relationship with Principals and Clients

## Referee



**Helen Ooi**

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