



ADIL IZHAN ALIAS

INVESTOR RELATIONS | STRATEGIC MANAGEMENT



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PROFILE

Results-oriented professional with nearly 20 years of experience in industry and business development, planning, and modeling. Extensive background in corporate relations, market research, and analysis, with a focus on economic policy and international relations.

Skilled in fostering collaboration between public and private sectors, effectively driving engagement strategies that enhance organisational reputation and influence.

EDUCATION

RMIT University
Melbourne, Australia
2004–2007
Bachelor of Economics
& Finance

Jerudong International School
Brunei
1999–2002
International General Certificate
of Secondary Education
(IGCSE) – 8 IGCES

CORE COMPETENCIES

Stakeholder Engagement

Investor Management &
Relations

Negotiation & Persuasion

Project Management &
Planning

Corporate Planning

Research & Strategy

Market Intelligence &
Forecasting

Strategic Management

EXPERIENCE

**Malaysia Rail Link Sdn Bhd - Manager, Commercial and
Business Development (Operation Co. & Asset Co.)**
2023 – present

Stakeholder Strategy Development & Relationship Management

- **Coordinate** with federal ministries (MOT, MOF, MITI) and agencies (MIDA, ECERDC) to implement commercial strategies and promote investment in ECRL, aiming to increase ECRL rail service utilisation by 40% within two years of operation (2027 – 2028).
- **Develop and implement** commercial strategies for freight services, including promoting modal shift from road to rail. Manage key accounts and engage stakeholders to strengthen client relationships and drive long-term growth.
- **Collaborate** with east coast state governments to promote ECRL and align with state development plans, leveraging rail infrastructure.

Negotiation & Persuasion

- **Negotiate** with logistics providers to integrate rail services into their existing operations, fostering strategic partnerships.

Completed projects:

Market Intelligence & Forecasting

- **Validated** potential tonnage for ECRL by establishing a database through engagements with various companies to promote modal shift from road to rail. Covered nearly 80% of large manufacturers on the East Coast, with data gathered being used to craft marketing and promotional strategies for ECRL JVCO.

Project Management & Planning

- **Establishment and completion** of ECRL's brand identity for freight and passenger services, encompassing corporate identity, logo and tagline development.

Existing projects (Cont.):

Research & Strategy

- **Developed** a benchmarking study comparing land freight costs with potential railway costs to position ECRL's pricing competitively against road trucking, ensuring the economic feasibility and success of ECRL services.

Strategic Management

- **Identified** major East Coast manufacturers for ECRL services by signing MOUs to outline the cost elements of rail transportation. These agreements will be transitioned to MOAs once ECRL JVCO is established.

East Coast Economic Region Development Council - Manager, Investor Management 2020 – 2023

Stakeholder Engagement & investor Management

- **Promote and facilitate** investment opportunities in the East Coast Economic Region (ECER), covering Pahang, Terengganu, and Kelantan. Manage relationships with local and international investors, providing assistance with statutory and regulatory matters.

Negotiate & Persuasion

- **Negotiate** with key stakeholders, including ministries and federal agencies, to secure necessary approvals and ensure investment realisation.

Project Management & Planning

- **Coordinate** with the Prime Minister's Office (PMO), Ministry of Finance (MOF), Internal Revenue Board (LHDN), Royal Malaysian Customs (Kastam Diraja Malaysia), and Malaysian Investment Development Authority (MIDA) to streamline the approval process and manage project milestones.

Corporate Planning & Research

- **Develop** strategic plans and conduct research to align investment opportunities with ECER's economic goals, leveraging market intelligence and forecasting to inform decision-making.

Strategic Management:

- Ensure that investments are realized by effectively navigating regulatory requirements and fostering positive relationships with relevant stakeholders.

Completed Projects:

Investor Management & Relations

- **Successfully** attracted RM1.8 billion of investments in 2022 under renewable energy, oil, gas and petrochemical (OGP) and digital industries.

Research & Strategy

- **Provide** market intelligence, competitive intelligence and market research analysis for Management to formulate strategies for investment directions in ECER. Developed ECER Digital Investment Strategies that would make ECER the new destinations for digital investments.

Vanity Global Cosmeceutical Sdn. Bhd - Head of Export Sales & Marketing

2017 – 2020

- Successfully established presence in; Singapore, Brunei, Indonesia, Kazakhstan, Lebanon and the Maldives via quality assessment on market trends, profitability drivers and identifying opportunities.
- Manage international clients and provide support via assisting with statutory and regulatory issues on top of logistics and marketing. Work closely with clients in planning, implementing and managing proposed growth strategies.
- Conduct research and analyses on market trends, competitors and industry intelligence with the aim to support the long-term business strategy and growth.
- Work closely with ministries and federal agencies to take advantage of the network and problem-solving opportunities such as MATRADE, SME Corporation and MTDC.

Malaysian Bioeconomy Development Corporation Sdn. Bhd.

Senior Executive, Business Intelligence & Analytics

2010 – 2017

- **Prepare** annual business plans, budget & KPIs that includes scenario planning, performance review and performance management for the Executive Council and Senior Management to be presented to the Board of Directors.
- **Provided market intelligence** and modelled future impact for Senior Management and communicate the information regularly to update their knowledge of the industry and market trends.
- **Built strong relationship** and partnerships within government networks, inter-agencies, ministerial and government-linked companies.

Skali Overseas Corporation - Executive, Accounts / Administrative

2017 – 2020

- **Provided** high-level support through research, statistical reports and other information requested by overseas offices.
- **Modeled and oversaw administrative** policies and procedures for oversea offices.
- Coordinated day-to-day operations such as logistics and administrative support for overseas employees.

Maybank Berhad - Financial Executive

2008 – 2009

- Actively **promoted** and **educated** clients on wealth management instruments in order to meet clients' needs
- **Provided** valuable information to Maybank Wealth Management Team regarding customers' needs and expectations in relations to financial products offered

Robert Bosch (Australia) Pty Ltd - Junior Analyst

2006 – 2007

- **Provided** research and analysis of sales trends of various products from various perspectives including geographical and meteorological to match marketing strategies and product development

REFERENCES

Mr. Saifol Bahri Mohamad Shamlan

former GM Investor Management, East Coast Economic Region Development Council (ECERDC)

Mr. Mohd Shazaril Adri Mohd Shariff

former VP Business Intelligence & Analytics of Bioeconomy Development Corp