



Hazman Faiz Sulaiman

ANALYST & STRATEGIST

Profile

Experienced analyst in corporate strategy, planning, and implementation with specialization in strategic planning & development, business planning and performance management. Has a balanced exposure in operational and strategic domain of business within the telecommunication industry with 10 years' working experience. Currently holds a Bachelor of Commerce Degree, majoring in Accounting and Finance and in the process of completing a professional level qualification; Association of Certified Chartered Accountants (ACCA), majoring in Financial and Performance Management. Currently sole contributor (Head vacant) in Investor Relations, reporting directly to the Chief Financial Officer.

Aspiration

As an experienced analyst in corporate strategy, planning, and implementation, I have been exposed with specialization in strategic planning development, business planning and performance management. Having a high exposure in the strategic domain of business within the telecommunication industry over the past 5-7 years, I would like to transfer my skills and experience in undertaking a more operational role such creating the appropriate strategy, framework, and tactics, as well as for providing a very compelling investor relations roadmap. I am very keen to continue to develop my skills and experience by working in a position which requires excellent communication and interpersonal skills. I also want to develop my ability to carefully manage relationships outside the company in the equity research and investor community as this will help my career development towards achieving my goal of leading and heading a strategy team in the future.

Employment History

Senior Investor Relations Specialist (Manager), Finance, CelcomDigi Berhad

APRIL 2023 — PRESENT

Investor & Analyst Communication

- Develop and implement effective communication strategies for both institutional and retail investors
- Serve as the primary point of contact for investors and analysts

Financial Reporting

- Assist in the preparation of earnings reports, investor presentations, quarterly and annual reports, and other relevant communications to ensure transparency and clarity in financial performance

Market Monitoring

- Monitor the investment community's perception of the company
- Track and analyse market trends, competitors, and investor feedback to advise senior management on strategic communications and decisions

Details

No.1 Jalan SS 20/23,
Damansara Utama 47400
Petaling Jaya, Selangor
019-2247777
hazmansulaiman23@gmail.com

Links

<https://www.linkedin.com/in/hazman-sulaiman-2485279a/>

Skills

Strategic Planning
Strategy Development
Market Intelligence
Market Research
Market Analysis
Business Strategy
Business Planning
Business Performance

Earnings Calls and Meetings

- Coordinate and facilitate earnings calls, investor meetings, and shareholder meetings
- Prepare management for investor engagements by providing talking points and anticipating questions

Regulatory Compliance

- Ensure that the company's investor communications comply with relevant regulations (e.g., BURSA submission, MCMC reporting, corporate governance guidelines)

Strategic Counsel

- Provide strategic counsel to senior leadership on matters related to investor perception and market sentiment
- Help manage crisis communication if necessary

Investor Events

- Organize and participate in investor conferences, roadshows, and other events to increase visibility and strengthen relationships with potential and current investors

Senior Analyst, Business Performance & Management, Celcom Axiata Berhad

JUNE 2020 — MARCH 2023

Business Reporting

- Delivering documents on-time, complete and accurate every quarter with ensuring clarity & higher degree of validity with Business Units (BUs) prior to submission to Management
- Continuous communication & engagement with key stakeholders throughout the period to ensure smooth process and on-time completion
- Reports; Quarterly & Annual Performance Report, Quarterly Media Briefing & Town Hall, CEO Update

Internal Research and Consulting Support

- Working closely with relevant key stakeholders for ad-hoc projects/strategic papers/media & government communications
- Ad-hoc papers; Churn Management, Enterprise Strategy, Customer Management Cycle, Digitalization
- Communications; MCMC, JENDELA, BFM

Business Planning & Long-Range Planning

- Generating, managing & collaborating with key stakeholders in delivering on-time, complete and accurate business model for management on a yearly basis
- 1-year Business Plan + 3 years Long-Range Plan

CSL Dashboard & Revenue Matrix

- Consolidating, managing & collaborating with key stakeholders in preparing business operations report for management on a monthly basis
- Bookkeeping data for future relevance when requested by management, needed for projects and supporting BP & LRP exercise

Analyst, Strategic Development & Insights, Celcom Axiata Berhad

MARCH 2015 — JUNE 2020

Strategic Intel Analysis

- Strategy Development; strategy paper (eg; Churn Management).
- Long Range Planning 2020 Workshop (5 years planning & future of industry)
- Ad hoc strategic paper (eg; Enterprise Strategy)

Business Performance Management

- Quarterly Tracker; competitor analysis report by quarter and year
- Reviewing business unit performances for management report
- Advising on business operations which include issues, such as revenue and expenditure trends, financial commitments and future revenue expectations

Market Opportunity Analysis & Research

- Managing and involving different team and depts. in strategy and market analysis
- Assisting any ad-hoc requirements on market/industry trends and reports
- Managing research houses with any events/ad hocs requirements from Celcom
- Market insights (eg; IoT/Connected Cars/AI)

Analyst, Sales Management & Planning, Celcom Axiata Berhad

FEBRUARY 2013 — FEBRUARY 2015

Micro Analytics

- Saturated on particular market analysis.
- Developing system to assists Sales Ground Force (ZOOM).
- Assisting Sales Team in Special Projects.

Macro Analytics

- Ground competitor analysis report/business review.
- Ground intelligence analysis (eg; demographic).
- Dealer performance report by quarterly on region & territory.

Others

- Assisting any ad-hoc requirements for the team and dept.
- Regional/state office visits & market/dealer visitation.

Education

Association of Chartered Certified Accountants, ACCA Global

PRESENT

Bachelor of Commerce (Accounting & Finance), Curtin University of Technology, Perth, Australia

JANUARY 2010 — DECEMBER 2012

Diploma of Commerce, Canning College, Perth, Australia

JANUARY 2009 — DECEMBER 2009

Australian Foundation Program, Taylors College, Perth, Australia

JANUARY 2008 — DECEMBER 2008

Internships

Intern, Oversea Foreign Worker at Celcom Axiata Berhad, Kuala Lumpur, Malaysia

DECEMBER 2011 — FEBRUARY 2012

- Assist in day-to-day operation of the company's Marketing Department.
- Assist the execution of Marketing Plan for foreign segment.
- Preparing proposal papers and product analysis & reports.
- Assist and improve the customer experience in the Foreign Segment.
- Brainstorm ideas to develop message, collateral, branding and media plan for promotions.

References

Christine Lau — UEM Sunrise

Former superior in Investor Relations

019-3822429

Mohd Faizal - Celcom Axiata Berhad

Former superior in Corp. Strategy

019-2899058

Reza Aidid — Edotco

Former colleague

019-3798712

Izzat Basri - Axiata Digital

Former colleague

019-3390037