



ZAINULALIM BIN SAMSUDIN

D.O.B. : 25 May 1978
Birthplace : Sg. Besar, Selangor
Current Address : 19023 Lorong Sri Indah 5B 1/2,
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With over a decade of expertise in the medical and healthcare industry, including three years in hospital management, I have a proven track record of driving growth and operational excellence. My leadership has delivered a 20% year-over-year increase in revenue and a 40% rise in patient volumes, underscoring my commitment to both financial and service quality improvements. I am actively leading hospital expansion projects and the development of ambulatory care centre, driving strategic advancements in healthcare accessibility and quality. My goal is to leverage my experience and skills to foster continued growth and innovation in the healthcare sector.

EXECUTIVE MANAGEMENT

- Strategic Planning
- Business Development
- Mergers & Acquisitions
- Operations & KPI Metrics
- Human Capital Development
- Financial and P&L

PROFESSIONAL EXPERIENCE

KMI Tawau Medical Centre Sdn Bhd

Tawau, Sabah (2022 – Current)

General Manager

- Generated 20% year-over-year revenue growth and 40% increase in patient numbers in 2024 by optimizing patient services and expanding healthcare offerings.
- Led hospital expansion projects, including the development of an ambulatory care centre (ACC) to improve out-patient access to specialized healthcare, enhancing overall patient throughput and optimizing hospital resource utilization.
- Expanded client base beyond Tawau to Lahad Datu and Semporna, as well as Indonesian territories including Nunukan and Pulau Sebatik, increasing regional patient outreach and cross-border healthcare access.
- Transformed operational culture by instilling a mindset centered on 5S principles, proactive problem-solving (kaizen), and Syariah-compliant practices through the Hospital Mesra Ibadah program. These initiatives enhanced efficiency, patient experience, and staff engagement while strategically aligning operations for MSQH certification readiness.

Tammam Medical Group Sdn Bhd

Shah Alam, Selangor (2015 – 2022)

General Manager

- Expanded the company from 3 to 10 business units within 3 years through strategic acquisitions and new developments, driving a threefold increase in revenue.
- Initiated and led negotiation process for new asset acquisitions, including valuation and due diligence to ensure sustainability and profitability.
- Led the establishment of Wellness Division & Pharmaceutical Wholesaler.
- Directly involved in recruitment and talent development, establishing KPIs and performance targets, with structured periodic assessment and reviews.

Usana Health Science

Petaling Jaya, Selangor (2010 – 2015)

Independent Distributor

UMW Toyota Motor Sdn Bhd

Shah Alam, Selangor (2001 – 2010)

Manager, Field Operations – After Sales & Service Division

OTHER EXPERIENCE & ACHIEVEMENT**Humanitarian Care Malaysia Berhad**

Shah Alam, Selangor (2010 - Current)

Volunteer

Occasionally involved with the Non-Profit Organization (NPO) in local funds raising and awareness campaign for war-torn countries in the Middle East as well as disaster-stricken areas regardless of racial and religious boundaries.

EDUCATION & QUALIFICATION**Universiti Teknologi Malaysia**

Skudai, Johor (1996 - 2000)

BSc. Industrial Physics

Maktab Rendah Sains MARA

Jasin, Melaka (1994 - 1995)

Sijil Pelajaran Malaysia

OTHERS**Reason For Leaving**

Looking for better career prospects, professional growth and opportunities to return to Klang Valley.

Availability Date

3-month Notice

REFERENCES**Dr Rayney Azmi bin Ali**

Chief Financial Officer, Kumpulan Medik Iman Sdn. Bhd. (KMI Healthcare)

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