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Summary

Senior Business Leader with extensive experience across a diverse range of sales, strategy and operations roles spanning international locations on key product areas like cybersecurity and cloud technologies.

Been working with big brand like Google Chrome OS in covering APAC market, expertise for Microsoft Cloud - Solutions in ANZ market plus Cisco campaign as Cisco SB Sales Ops for Indonesia market.

Having international working exposure with many international countries as I welcome you to check my profile below.

Work Experience

Senior Business Development Executive

Dexian Asia Pacific

Jul 2024 - Present •

Sales across multiple product or service categories including ServiceNow, Salesforce, Workforce Solutions, Application Development Services, and expertise in Data, AI/ML.

- Skilled in selling to diverse industries in Malaysia such as Financial Services, Healthcare, Manufacturing, Oil & Gas, Marine/Logistics, Transport, and Infrastructure.
- Possesses a vast network of contacts.
- Comprehends the concepts of "On-shore" and "Off-shore" delivery.
- Adept in detailed account planning strategies, excelling in both client acquisition and account growth.
- Driven by passion, values engagement with stakeholders, and prioritizes building business relationships.
- A confident communicator in English, persuasive and credible in personal style.
- Dynamic and agile, able to thrive in a fast-paced, vibrant environment, and work effectively within a highly mobilized team.
- Proficient in organizing and coordinating face-to-face meetings with stakeholders, aiming to set and maximize goals.
- Flexible and adaptable to changing trends within a professional or growing business setting.
- Knowledgeable about pricing, margins, cost management, profit and loss, and delivery methods



**Business Development Executive
Modern Work Solutions Strategist
Denave MY Sdn Bhd.**

Mac 2024 – Jun 2024

- Sales Execution: Orchestrate a virtual team and assess customers mainly **Small Medium Corporations** on need to develop strategies that proactively build a stakeholder network to accelerate and close Modern Work opportunities.
- Business Value Selling: Foster and expand Microsoft's relationships with Customer Business Decision. Hunt new Modern Work opportunities by identifying and engaging with key business contacts, understanding customers' business and technology priorities, governance, decision and budget processes, and landing the value proposition of Modern Work solutions.
- Scaling and Collaboration: Lead the planning, orchestration and execution of Modern Work opportunities with internal stakeholders and partners to cross-sell and up-sell.
- Technical Expertise: You will lead Modern Work BDM and ITDM conversations, share best practices and key competitor knowledge across solution areas acting as a subject matter expert to inform decisions on pursuit or withdrawal.
- Sales Excellence: Lead and plan for accounts across territories, do compete plans and business analysis to pursue high-potential customers and manage Modern Work solutions across the organization.
- T/V/C Microsoft under Denave MY Sdn Bhd.



**Inside Consulting Manager - Cybersecurity and Cloud solutions
3i Infotech Ltd.**

Sep 2023 – Dec 2023

- Cultivate relationship with clients and partners – by solving their problems in Cybersecurity enhancement under movement to 5G environment under the product umbrella like NuRe Edge, a SASE based platform, 'Powered by Oracle Cloud Expertise'.
- Drive client conversations, business development, including executive meetings to secure strategic projects, assessing client needs, and proposing relevant solutions in regard to Cybersecurity

concern.

- Work cross-functionally with other teams to bring a holistic solution to our clients leveraging clouds services like Nure 3i, Nure ZTSC, Nure Desk plus AAA (Application, Automation, and Analytic) services like EnGRC and Nure Campus.
- Develop propositions by closely working with Presales and delivery team, promoting solutions to clients, and delivering consulting engagement to clients.



Account Manager

Google

Mar 2023 - Sep 2023

- Solving cloud security problems, administration plus more newest clouds system for companies in APAC region via the benefit for ChromeOS.
- Work closely with Partner to bridge the ChromeOS solutions to End users pre and post upgrade to the solutions.
- Providing Technology transformation for Secure, Sustainable and Efficient Solutions to the CTOs and Decision Makers in the Industry with Chrome OS Enterprise Upgrade Solutions.
- Drive solution business into a set of named account lists, generate leads and drive opportunities towards business goals.
- Travel for customer meetings, conferences, and industry events as needed, gather customer and partner feedback to aid product development.
- Leverage insights/learnings from solution business to develop repeatable business playbook and refine solution go-to-market strategy.
- Work with the Business Engineers, Deployment teams and certified partners to introduce ChromeOS to our customers.
- Help our prospective customers and partners to understand key technical features and solve business and technical issues.
- T/V/C Googler under Denave MY Sdn Bhd.



Cloud Solutions Specialist

Microsoft

Apr 2022 - Apr 2023

- Transforming organizations with Microsoft Azure, Modern Workplace & Business Applications.
- Helping SMB segment in improving collaboration, optimizing costs, and automating processes by leveraging cloud.
- Practicing knowledge with partners to drive execution, deployment, and adoption of Microsoft solutions.
- Managing and developing cloud based (Azure, M365, Dynamics & Hybrid Cloud) as related to EOS, Renewal, License Augmentation, Webinar, AHUB, WVD, O365 to M365 and B64 on business opportunities for Australia market.
- Building and executing sales plans with partners through regular contact.
- Driving demand generation to deployment in alignment with account teams and partners.
- Engaging with all segment of customers across industries, company sizes and types to determine their needs and identify opportunities to fulfil their needs with Microsoft's leading cloud technologies.
- Managing multiple opportunities through the entire business cycle simultaneously working with cross-functional teams.
- Helping SMB partners grow their Microsoft practice and product portfolio through joint development of plans and Microsoft services.
- Work for Webhelp MY Sdn Bhd as extended workforce for Microsoft.



Inside opportunity manager

Cisco

Jun 2021 - Mar 2022

- Interacts with partners, distributors and customers to drive closing of hunting opportunities in Indonesia market
- Consults partners, distributors and customers on best fitting solution to close opportunities and does cross-and up-sell based on e.g bundles.
- Has a close collaboration with stakeholders (Territory Manager) for bigger and complex opportunities for further processing.
- Manage opportunity documentation updates in CRM
- Work for Accenture MY Sdn Bhd as extended workforce for CISCO.



Global Director New Business Development (Freelance Contract From UK)

Mindfuture

Apr 2020 - Mar 2022

- E-Games online brands promoting



Senior Business Development Manager -Finaxar Malaysia

Finaxar

Jan 2020 - Jul 2020

- Building great networking with all founder, C-level SMEs on promoting Finaxar financial assistance to make their companies growth strongly in market and be profitable.
- Successfully bring sales volume submission of MYR 3,100,000 in 2 months starting the work.
- Average sales submission amount of MYR 500,000 and above for each case raise.
- Approval of withdrawn MYR 500,000 for success client on board.
- Familiarise with Salesforce, Toky, Slack, Hubspot, Frontapp, Google Drive plus Office tools, EDMS and few more software's applications.
- Achieving growth and hitting sales targets by successfully managing the sales team.
- Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence.
- Managing the product implementation partnership with all potential organisations.
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Ensuring high customer satisfaction by working closely with pre-sales, delivery & project management to achieve an excellent quality of work.
- Maintaining up-to -date awareness of competitors and their strengths and weaknesses.
- Develop Finaxar Pay collaboration with potential B2B e commerce for Malaysia, Singapore and Vietnam clientele



Senior Sales Manager (Contract Employment from Germany)

homify

Apr 2019 - Jan 2020

- Member of the Sales Team, main lead to responsible for the B2B Malaysia market specifically.
- Development of Homify professionals in the Malaysia market
- Acquire about 66 new leads customers monthly to convert as business customers portfolio.
- Leading customers through the entire sales process from first contact to conclusion of offering premium package.
- Acting as a liaison between Homify with Architects and Interior Designers in the Malaysia market, and providing them with the tools to market their business effectively through the platform
- Acquisition of new customers and support of existing customers using the platform for both free and Premium members.
- Maintenance of data relevant to sales with Salesforce.



Global Sales Manager

Little Cherry Systems PTE Ltd

Sep 2018 - Mar 2019

- Generate sales for the US and regional market such as UK,UAE,APAC,Singapore,Malaysia and etc.
- Manage customers relationships in channel and closing sale deal.
- Mainly focus for business sales on IT hardware's (server and networking) as such IBM, CISCO, HP,DELL,Net app and etc.

- Identify and groom new prospects and business opportunities through various channel such as LinkedIn, Broker bin, TheBrokerSite, ASCDI, Skype, Email, Phone contacts and few more.
- Prepare quotations and proposals independently such as Sales Order and Purchase Order.
- Targeted Sale GP KPI for USD 200,000 per annum. Archived so far, overhead the overall sale KPI target for USD 491,285 recently.



Senior Client Consultant (Corporates)

M1 Limited

Mar 2017 - Sep 2018

- Serve as internal, expert consultant on organizational performance assessment by advising clients, organizational change and cultural assessment.
- Acquire skill as effective communicator with excellent relationship management skill and strong analytical, leadership, decision-making, problem solving & organizational abilities with the best innovation ideas.
- Provide change support to inquiries from corporate clients plus up sell benefits via My M1 app for current campaign promotions.
- Provide immediate attention to clients need and follow up with appropriate solutions.
- Provide support to corporate client's correspondences in regards change requests.
- Effectively bilingual with pleasant and cheerful personality to client.
- To build rapport with clients and to understand their change request.
- Adhere to be effective team players who like to work in fast-paced and dynamic environment.



Senior Change Management Consultant

Aker Solutions

Mar 2013 - Feb 2017

CLIENT: FOLAWIYO AJE SERVICES LTD (FASL)

PROJECT: BASKER MANIFOLD EPCM PROJECT

Scope of Work:

Execute the new global PEM for change management procedure in the project.

Involve in Risk assessment and create risk management plan for the project.

Advise the cost controller on Identification, administration and follow up VORs with proper appurtenant procedures.

Assisting Project Manager in change management procedure in the project.

Collect input from client for request in change in the project.

Liaise with project team members on getting the input for variation order request.

Work together with cost controller on making sure smooth Variation orders to client.

Advise on issue related change criteria in the project..

Initiate Review meeting for Kaombo Project base on instruction by Vice President for Project Execution.

Initiate update of budget to related changes as approved by project manager

Support and advice project team on contractual and commercial matters.

Scope management (contract scope)

CLIENT: STATOIL

PROJECT: FRAM EAST EPC PROJECT 2013 XMT

Advise Project Business Manager in Tranby, Norway on using change management tools for project requirement.

Manage the philosophy of Change Management and implement the procedure.

Identification, administration and follow up VO's and VORs and appurtenant procedures

Follow PEM principles for project management execution.
Ensure proper and active use of CCS (Change Control System) or similar system
Initiate Project Change Request In any requirement in the project.
Monitor and control the status to be updated in every work packs's evaluation.
Provide CCS training for new users
Monitor and record all changes in project requirement
Establish Project Change Request, Variation Order Request,

Senior Change Management Lead

Aker Solutions

Nov 2014 - Dec 2014

CLIENT: MARATHON, TOTAL EP ANGOLA

PROJECT: ALVHEIM V EPC PROJECT, KAOMBO EPCS PROJECT

Scope of Work:

Conducted Change Management Training focusing on Latest Project Procedure to all Senior Project Managers, Project Managers, Business Manager, Deputy Project Managers and Project Management Team.

Lead the implementation for change management in Alvheim V Project.

Meeting with Oslo team on setting the project change criteria for Alvheim V.

Create the draft on change management plan in the project.

Work together with Project Business Manager on making sure smooth knowledge transfer for CCS in Aker Subsea Ltd.

Monitor and advise how was the software tool can benefit all the project for Subsea.

Innitiate Review meeting for Kaombo Project base on instruction by Vice President for Project Execution.

Conducted review session with Kaombo Project teams member on checking their understanding in change Management.

Presented the review output to Project Execution Team.

Prepared the review report and action list to follow up the implementation in Aker Subsea Ltd.

Change Management Lead

Aker Solutions

Mar 2013 - Aug 2014

CLIENT: STATOIL AND DSME PROJECT:

GINA KROG TOPSIDE EPCH

Scope of Work:

Train all senior level Project Management team on the objective of change management process.

Implement global PEM Change Management procedure.

Manage the philosophy of Change Management and implement the procedure.

Implement Change Control System In Gina Krog Topside EPCH Project .

Responsible as Project Change Coordinator for CCS and involve in Project Management duties.

Initiate Design Change Request In any requirement in the project.

Monitor and control the status to be updated in every discipline's evaluation.

Provide CCS training for new users

Monitor and record all changes in project requirement

Establish Design Change Request, Variation Order Request, Variation Order, Technical Queries, and Inter Discipline Note.

CLIENT: TALISMAN

PROJECT: KINABALU PROJECT EP

Scope of Work:

Responsible as Advisor for CCS and involve in Project Management duties.

Implement and initiate Change management CCS setup for the project

Initiate Design Change Request In any requirement in the project.

Monitor and control the status to be updated in every disciplines evaluation.

Provide training for new users

Monitor and record all changes in project requirement.

Establish Design Change Request, Variation Order Request, Variation Order, Technical Queries, and Inter Discipline Note.

Education



Open University Malaysia

Doctorate of Business Administration, Consultancy Skills (IT Solutions Consultant) and Sales

Operations

2020 - Ongoing

SPE forum participant in Out of Box Training in Aberdeen, United Kingdom.



Open University Malaysia

Master of Business Administration (MBA), International Marketing, Sales operation and Finance

2010 - 2012

Participate active networking Oil and Gas exhibition.



University Malaysia Perlis

Bachelor of (Hons) Engineering (BEng), Mechatronics

2003 - 2007

Participant on behalf of university in Engineering Development Motivation Awareness Training.

Licenses & Certifications



Change Management Trainer_Certification - Aker Solutions



Master of Business Administration (MBA) - Open University Malaysia



Leading Change When Moving to Google Cloud - Google



Google Cloud Fundamentals: Core Infrastructure - Google



Digital Transformation with Google Cloud - Google Cloud Skills Boost
3739330



Understanding Google Cloud Security and Operations - Google Cloud Skills Boost
4100983



Innovating with Data and Google Cloud - Google Cloud Skills Boost
4205142



Infrastructure and Application Modernization with Google Cloud - Google Cloud Skills Boost
4376561

Skills

Solution Selling • Management • Microsoft Word • PowerPoint • Leadership • Training • Project Management • Oil & Gas • Change Management • Change Orders