



Wan M. Luqman Wan M. Fauzi

Legal Advisor / Contract Specialist / Business Development

Charismatic and energetic in-house legal advisor/business development executive with career experiences in the oil and gas, construction and medical distribution industry. My experience span from providing legal review and drafting, managing legal and contractual matters to managing strategic business collaboration with potential clients and partners.

Work History



Business Development Manager / Regulatory

AIMED Malaysia Sdn Bhd | 2023 - Present

I was responsible for expanding our market presence in Southeast Asia, particularly in Malaysia, Indonesia, and the Philippines as well as managing the market entry for a new medical device.

My key duties included:

Client Engagement and Presentations

Successfully met and presented comprehensive business profiles to potential clients, establishing strong relationships and fostering new business opportunities.

Strategic Planning and Market Research

Developed detailed business plans and conducted extensive market research to identify growth opportunities and stay ahead of market trends.

Healthcare Sector Analysis

Conducted in-depth background research on private hospitals in Southeast Asia to inform strategic decision-making and identify potential partnership opportunities.

Regulatory and QMS

Led the establishment of the Quality Management System (QMS) in compliance with GDPMD standards and regulatory requirements for Malaysia and Singapore. Spearheaded regulatory submissions and approvals by coordinating with medical device authorities in Singapore and Malaysia, ensuring compliance with local regulations and facilitating market entry.



Contract Specialist

IDS Medical Systems (M) Sdn Bhd | 2020 - 2023

I played a pivotal role in managing and optimizing our contractual processes across our branches in eight ASEAN countries.

My primary responsibilities included:

Reviewing and Drafting Distribution Agreements

Expertly reviewed and drafted comprehensive Distribution Agreements for our operations across eight ASEAN country branches, ensuring compliance with local and international regulations.

Contract Management

Diligently monitored the renewals and expiry dates of Distribution Agreements, ensuring seamless continuity and avoiding any lapses in coverage.

Lead Contract Negotiations

Led negotiations with medical product manufacturers from around the globe, securing favorable terms and fostering strong, long-lasting partnerships.

Legal Advisory

Provided the Group with informed legal advice on arising issues, ensuring that all contractual obligations and legal standards were met and maintained.

Personal Info

Date of Birth

4 February 1990

Mobile

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Malaysia

LinkedIn

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Skills

- Contract Drafting
- Contract Negotiation
- Contract Advisory
- Contract Management
- Legal Research
- Business Presentation
- Communication
- Business Development

Industry

- Construction
- Oil & Gas
- Healthcare

Language

- English : Advanced
- Bahasa Melayu : Native

Work History (cont.)



Business Development Executive

MIE Industrial Sdn Bhd | 2019 – 2020

In my role as a Business Development Executive, I was instrumental in driving the company's growth and strategic initiatives.

My core responsibilities includes:

Strategic Planning and Assessment

Conducted thorough strategic planning and assessment for incoming project tenders, ensuring alignment with the company's long-term objectives and capabilities.

Business Intelligence Activities

Performed detailed business intelligence activities, including CTOS background searches and MyBina analysis, to gather critical information and support informed decision-making.

Client Engagement

Managed our corporate profile and delivered compelling presentations to prospective clients, effectively communicating our value propositions and fostering strong business relationships.

Proposal and Tender Preparation

Prepared comprehensive project proposals, tenders, and write-ups, demonstrating our expertise and securing new business opportunities.



Legal Advisor

MIE Industrial Sdn Bhd | 2015 – 2019

As the first Legal Advisor to the Company, I was responsible for managing and resolving various legal matters to ensure the company's operations adhered to all relevant laws and regulations.

My key responsibilities included:

Legal Issue Management

Efficiently handled arising legal issues and inquiries, providing timely and accurate legal advice to support the company's operations and strategic initiatives.

Contract Review and Drafting

Reviewed and drafted a wide range of legal documents required for projects, including, but not limited to construction contracts, Memoranda of Understanding (MOUs), Collaboration Agreements, Consortium Agreements, and Novation Agreements.

RFQ and Tender Document Preparation

Assisted in preparing and reviewing Requests for Quotation (RFQs) and tender documents for project bidding purposes, ensuring all legal aspects were thoroughly considered and addressed.

Liaison with Solicitors

Coordinated with the company's appointed solicitors on any arising legal matters, facilitating effective communication and resolution of legal issues.

Academic History

Universiti Teknologi Mara (UITM) Shah Alam
Postgraduate Diploma in Shariah Law & Practice
October 2014 : CGPA 3.12

Universiti Teknologi Mara (UITM) Shah Alam
Bachelor of Law (Hons)
November 2013 : CGPA 2.90

Universiti Teknologi Mara (UITM) Shah Alam
Bachelor of Legal Studies (Hons)
November 2012 : CGPA 2.99

Notable Experiences

18.5 MW Large Scale Solar PV Plant, Teluk Kalung, Kemaman, Terengganu

I successfully managed and oversaw the implementation of Malaysia's first-ever large-scale solar PV plant. This included tender preparation and submission, vendor selection, formation of a joint venture company, project financing, execution of a solar power purchase agreement, plant construction, legal risk management, and the successful commissioning of the plant.

NORMAN TDAE Plant, Pasir Gudang, Johor

I was tasked with overseeing the legal and contractual matters for the first-ever Russian production plant in Malaysia, which is also the largest producer of green rubber process oils for rubber compounds in Southeast Asia. I successfully negotiated favorable terms with the plant owner and managed the legal and commercial risks during the construction and commissioning phases.

Various RAPID Project Packages in Pengerang, Johor

I have successfully managed project interfacing risks and mitigated potential delay damages during the extensive fiber optic cable laying project for RAPID under Packages P14 1300 & 900.

Additionally, I negotiated favorable terms with the client in Milan, Italy, and with the main vendor for the construction of workers' dormitories under the RAPID Package 7 project.

Reference

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