



## MAHMUD, UMMI AIMAN SAJIDAH

### CONTACT ME

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Malaysia

### EDUCATION

#### Bachelor's Degree of Engineering (Electrical/Electronic)

University Tenaga Nasional, Malaysia  
Major : Electrical  
Graduation Date : 2004

#### Sijil Pelajaran Malaysia (SPM)

Maktab Rendah Sains MARA, Jasin,  
Melaka  
Grade : Pass/Non-gradable  
Graduation Date : 1998

### SOFTWARE SKILLS

|                 |              |
|-----------------|--------------|
| MS Word         | Advanced     |
| Microsoft Visio | Intermediate |
| C++ Language    | Beginner     |
| MatLab          | Beginner     |

### LANGUAGE SKILLS

|                 |              |
|-----------------|--------------|
| Bahasa Malaysia | Excellent    |
| English         | Intermediate |

### RESUME SUMMARY

Highest Education : Bachelor's Degree in Engineering (Electrical/Electronic)  
Years of Experiences : 15 years

### WORKING EXPERIENCES

#### Storm Technical Services Sdn Bhd

Dec 24- Now

**Current Position:** Head, Sales & Business Development

**Current Specialization:** Sales/ Business Development

##### Work Description:

- Develop and implement business development strategies to achieve sales targets and company growth objectives.
- Identify and pursue new business opportunities in Oil & Gas, Energy, Petrochemical, and Industrial sectors.
- Build and maintain strong relationships with key decision-makers, project managers, and procurement teams.
- Conduct market research to identify trends, competitor activities, and potential clients.
- Prepare and deliver technical proposals, quotations, and presentations in collaboration with engineering teams.
- Manage bidding activities, RFQs, RFPs, and tender submissions to secure new projects.
- Represent the company at industry events, conferences, and networking opportunities.
- Work closely with project and technical teams to ensure client satisfaction and long-term partnerships.
- Provide regular sales forecasts, pipeline reports, and business performance updates to management.

#### Maxwel Upstream Solutions & Technologies Sdn Bhd

May 2023 – Sept 24

**Current Position** : Account Manager

**Current Specialization** : Business Development/Sales

##### Work Description :

- Build & Create business relationship with clients that related with company focusing on Well Intervention team in Oil & Gas Operating Companies in Malaysia such as Enquest, Petronas Carigali, Hibiscus Oil & Gas, Petrofac Malaysia and etc.
- Coordinate and facilitate regular client meetings
- Provide regular updates, respond to inquiries, and address any client concerns in a timely manner
- Oversee client satisfaction and retention
- Seek business opportunities related with company.
- Submitted Weekly report to company
- Share infos/ business related with Managing Director

#### Valser Engineering Sdn Bhd

End of March 2022- April 2023

**Position** : Snr Sales Marketing Executive

**Specialization** : Marketing- Engineering/Technical

##### Work Description :

- To contribute in Sales KPI target for the Sales Department focusing in Valve in Oil & Gas Industry Market
- To be the focal point on Sales RFQ and Tenders that related to future projects to be pursuit
- To gather on marketing Intelligence information to update on current potential tenders.
- To participate in Marketing activities organize by company
- To report the monthly sales progress report to the management.

#### Turcomp Engineering Sdn Bhd

June 2020- June 2021

**Position** : Business Development Executive

**Specialization** : Marketing- Engineering/Technical

##### Work Description :

- Assisting Sales Manager to link contacts with Operating companies in Completion division to actively participate in tender.
- To update the contact list of potential clients to create any business opportunities.
- To gather on marketing Intelligence information to update on current potential tenders.

#### Tranquil Solution Sdn Bhd

February 2021-Aug 2021

**Position** : Sales Manager

##### Work Description :

- Preparing Tender for the company. Discussing for commercial value with Director for the tender.
- Get Update on the upcoming project potential status with the Fabricators, FEED EPCC, Consultants such as Dayang, MISC, MMHE and etc

## ABOUT ME

Date of Birth : 17 Sep 1981  
Nationality : Malaysia  
Gender : Female  
IC No. : 810917-10-5280  
Availability : 1 month notice  
Possess Own Transport : Yes

## ADDITIONAL INFO

### Ambition

- To join in multinational company or operating company in Oil and Gas industry.
- To be successful in the engineering field as a Career/Business Woman
- Develop better personalities through interactions in the working environment.
- To gain experience and knowledge in Petroleum Engineering studies.
- Willing to learn any new product and services for the success of personal development and company financial performance.

## REFERENCES

**Muhammad Farhan Hassan**  
Petrofac  
Contract Drilling Analyst (Client)  
03 23822768  
farhan.hassan@petrofac.com

**Ashraf Hidayat Fauzi**  
Petrofac  
Well Integrity Engineer (Client)  
016-233 2864  
ashraf.fauzi@petrofac.com

**Bahari Md Nasib**  
Onyx Engineering Sdn Bhd  
Head of BD (Superior)  
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**Suresh Sinnappu**  
Baker Hughes Malaysia  
CEO for Baker Hughes (Friend)  
+60122412018

## WORKING EXPERIENCES

**Onyx Engineering Sdn Bhd** **Nov 2018-March 2020**  
**Position** : **Business Development Manager**  
**Work Description** :

- Involved in pre tendering phase of FTG (Full Tensile Gravity) tender for the Exploration & Production Department
- Doing the marketing intelligence and discuss with team and superior on how to create business and bring value to company.
- Maintain good relationships with new clients.
- Prospect for potential new clients and turn into business
- Expand networking within client especially in Petronas Focusing on Exploration, Development & Production.
- Attended industry functions, such as association events and conferences and provide feedback and information on market and creative trends.
- Present and consult with mid and senior level management on business trends with a view to developing new services, products and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiator

**Dialog System Sdn Bhd** **Nov 2015 – June 2017**  
**Position** : **Business Development Manager**  
**Specialization** : **Marketing - Engineering/Technical**  
**Work Description** :

- Doing the marketing intelligence and discuss with team and superior on how to create business and bring value to company.
- Strategize and planning on how to penetrate new market for Dialog System.
- Maintain good relationships with new and existing contacts.
- Research and build relationships with new clients
- Prospect for potential new clients and turn into business
- Expand networking within client especially in Petronas. Focusing on Development & Production
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

**Dimension Bid (M) Sdn Bhd (DB)** **Jan 2009 – Oct 2015**  
**Position** : **Account Manager**  
**Specialization** : **Sales - Engineering/Technical**  
**Work Description** :

- Understand and familiar with company's business competitiveness and asset utilization
- Participate on company's online training program via IPIMS (web based learning system)
- Involvement in company's organized marketing events i.e OGA, Lunch & Learn
- Intelligence on competitors' SWOT
- Attending customer's organized events i.e safety meetings, seminars & etc
- Involvement in DB organized marketing events i.e OGA, Lunch n Learn & etc
- Assist BDE in tender preparation, especially on Technical Portion related to company core business; Slickline and Cased Hole Services
- Managing Work order, PO (Purchased Order) to be received from clients with follow-up tasks.
- To prepare Cost estimations for call out job of slickline services for Petrofac and CarigaliHESS.
- To gather info on planning of slickline job for Exxonmobil, Newfield, Petrofac and CarigaliHess and report to Company's Operation team.
- Identify new opportunities (market or services) domestically as well as internationally
- Develop relationships with loyal clients; ask for their feedbacks and provide feedbacks to the marketing units for purpose of enhancing the quality of service;
- To gather the latest Organization Chart of existing and opportunity client as one of my marketing intelligence info.

- To initiate and create business opportunities.
- Provide assistance in relation to classifying the efficiency level at work, determining sale space and developing the qualification of units;
- Ensure clients' demands to be satisfied;
- Conduct reviews on accounts on regular basis to evaluate clients' demands and usage of account;
- Determine types of services/products and prices/fees satisfying the clients' needs as well as the organization's objectives;
- Conduct assessments of clients' credibility and perform billing duties at their requests;
- Conduct weekly review of promotional activities to enhance the motivation and identify development potential;
- To maximize the profit of the organization and clients' satisfaction;
- Receive and answer calls from the clients or client service units in relation to the clients' requests or questions;
- Answer the clients' questions and ensure their problems are resolved; conduct follow-up tasks;
- Prepare and make report on market analysis, competitor analysis and market trends;
- Develop and maintain a well-coordinated internal relationship with key decision makers within the organization;
- Ensure that clients know to use the services and provide assistance if necessary;
- Manage and provide assistance in managing or maintaining accounts of strategic clients

**Tanjung Offshore Sdn Bhd**

**May 2007 - Dec 2008**

**Position : System Sales Engineer (Junior Executive)**

**Specialization : Sales - Engineering/Technical**

**Work Description :**

- Build rapport with customers in the Oil & Gas sector with high commitment in supporting customer needs.
- Act as an sales support to prepare the proposals as to provide the technical information and documents to be submit to Tanjung's client
- Searching for new clients who could benefit from company products or services and maximizing customer potential in designated regions;
- Traveling to visit potential clients;
- Establishing new, and maintaining existing, long-term relationships with customers;
- Managing and interpreting customer requirements - listening to clients and using astute questioning to understand, anticipate and exceed their needs;
- Persuading clients that a product or service will best satisfy their needs in terms of quality, price and delivery;
- Calculating client quotations;
- Negotiating tender and contract terms, to meet both client and company needs;
- Negotiating and closing sales by agreeing terms and conditions;
- Offering after-sales support services;
- Administering client accounts;
- Analyzing costs and sales;
- Preparing reports for head office;
- Meeting regular sales targets;
- Recording and maintaining client contact data;
- Coordinating sales projects;
- Supporting marketing activities by attending trade shows, conferences and other marketing events;
- Making technical presentations and demonstrating how a product will meet client needs;
- Providing pre-sales technical assistance and product education;
- Liaising with other members of the sales team and other technical experts;
- Solving client problems
- Helping in the design of custom-made products

**EPC Oil & Gas Sdn Bhd****March 2006 - May 2007****Position : Project Engineer (Junior Executive)****Specialization : Engineering - Electrical****Work Description :**

- Conduct and handle all projects as required by EPC Oil & Gas Sdn Bhd.
- Undertake the necessary upcoming projects in accordance with the Chief Executive Officer (CEO) and /or Chief Operation Officer (COO) instructions
- Provision of basic and detail engineering design services of upcoming and ongoing projects
- Act as project coordinator between Client EPC Oil& Gas Sdn Bhd,consultant and subcontractor for upcoming and outgoing project
- Assist the CEO,COO and other field engineers in all technical/electrical aspects in related projects
- Produce and provide technical information and documents to clients related to ongoing projects
- Monitor and produce check-list for the ongoing and upcoming projects
- Assist the COO and team members in preparing bid documents when necessary

**RMTop Technology Sdn Bhd****Sep 2004 - March 2006****Position : Preventive Maintenance Officer (Junior Executive)****Specialization : Engineering - Electrical****Work Description :**

- RM Top Technology Sdn Bhd. provides professional services to Tenaga Nasional Berhad for Substation preventive and routine maintenance.
- Position description involves knowledge and understanding of technical and operations aspects as a Substation Preventative Maintenance Officer
- Employment necessitates long but flexible hours with strong familiarization towards substation preventive regime.
- Employment exposure features on-site learning and familiarization of the various TNB 11KW substations in KL