

# Resume / Curriculum Vitae

## Owen Yeo Chau Hwee

(Updated : Year 2024)

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## Resume Summary

Current Position : Sales Executive – in Zuellig Pharma Sdn Bhd – Exclusive team of BAYER consumer health product with OTC and poison (April 2019 - Present)

Current Specialization : Sales - Pharmaceautical

Highest Education : Bachelor's Degree of Art (HONS) in International Business

Years of Working : 13  
Experiences

## Personal Particulars & Preferences

Date of Birth : 04 Jun 1985  
Nationality : Malaysia  
Gender : Male  
Availability : Immediately after notice period of 2 months

## Employment History

### 1. Zuellig Pharma Sdn. Bhd.

April 2019 – Present

Position Title : Sales Executive – Exclusive team of BAYER consumer health product with OTC and poison.

(Level)

Specialization : Sales - Retail/General

Role : Sales Executive/Account Manager

Industry : BioTechnology / Pharmaceutical / Clinical research

Work Description : -Meet and exceed sales targets; achieve maximum sales in assigned territory through approved and allocated channels.

-Make the appropriate number of calls on prospects versus retailers. Identify potential growth areas, and open new accounts.

-Conduct retailers (Pharmacy)/ end customer education and product information meetings.

### 2. Range Pharma Sdn. Bhd.

July 2017 – April 2019

Position Title : Assistant Sales Manager

(Level)

Specialization : Sales - Retail/General

Role : Supervisor/Team Lead

Industry : BioTechnology / Pharmaceutical / Clinical research

Work Description : -To develop sales of the areas given and appointed.

-To assist sales personnel assigned to me in the field, to monitor and feedback the findings.

-To ensure good customer relationship is developed and maintained.

-To collaborate with sales management in the planning and development of sales strategies, as well as in setting sales goals and standards.

### 3. Acumen Scientific Sdn Bhd (under TEXCHEM Resources Bhd )

January 2015 – July 2017

Position Title : Senior Sales Executive  
(Level)  
Specialization : Sales - Corporate  
Role : Sales Executive/Account Manager  
Industry : Laboratory / Environment / Health / Safety / Chemical –  
One Stop Analysis Solutions  
Work Description : -Develop new and potential customers and expand the market  
size in Malaka state, Johor – Muar and Johor – Batu Pahat.  
  
-Liaise with customers to understand their needs and  
requirements for analysis.  
  
-Collect market information and feedback to management.  
  
-Supervise 2 sales executive and monitoring their performance  
in Melaka, Johor - Muar and Johor - Batu Pahat.

### 4. CIMB Bank Berhad

September 2011 – January 2015

Position Title : Marketing Executive – Auto Finance (Executive)  
(Level)  
Specialization : Marketing/Business Development  
Role : Marketing Executive  
Industry : Banking / Financial Service  
Work Description : - To market the Hire Purchase products / services for CIMB  
Bank.  
  
- Develop effective relationship with Car Dealers, Sales Man  
and Customers to ensure loan targets are met on a monthly  
basis.  
  
- Pre-screen customers to ensure quality loans are submitted  
in-line with Bank's credit guideline.

## 5. Lwee Management S/B & Nogen Telecommunication S/B

January 2005 – May 2008

Position Title(Level) : Part Time and help family  
Specialization : Part Time  
Role : Account Clerk & Dealer Sales  
Industry : Accounting firm & Telecommunication  
Monthly Salary : MYR 1,800.00

### Educational Background

#### **Bachelor's Degree of Arts (Hons) International Business**

Graduation Date: 2011

Major : International Business  
Institution/College : University of East London, Malaysia  
Grade : Grade C/2nd Class Lower

#### **Professional Certificate of Finance/Accountancy/Banking**

Graduation Date: 2007

Major : Accounting  
Institution/College : Stamford College, Malaysia  
Grade : Grade A/1st Class

**Professional Certifications** : 1. Pre-Contract Examination for Insurance Agents (2008)  
2. Certificate in Investment-Linked Life Insurance (2008)

### Skills

(**Proficiency: Advanced** - Highly experienced; **Intermediate** - Familiar with all the basic functionalities; **Beginner** - Just started using or learning the skill)

<b>Proficiency</b>	<b>Skill (Years of Experience)</b>
Intermediate	Playing Musical Instruments (>5)

### Languages (Proficiency: Best=10 - Worst=1)

<b>Language</b>	<b>Spoken</b>	<b>Written</b>
Chinese	10	10
English	7	7
Bahasa Malaysia	7	7

### Additional Info

#### **Extra curriculum activities**

In the secondary school time I was Counselling Club president for the year 2002 – 2003. At the same time I also Chinese Orchestra Society student adviser at year 2004. In the college life when I was studying international degree course, I was one of UEL (University of East London) club's committee for the treasurer in year 2 of my degree course. I have become the class representative in year 1 and year 2 of the full year when I was studying degree course. At the same time, I also participated in music club as Vice-president in year 2 of my degree. Those above experiences let me gain a lot of leadership and organizational skills.

## **What I learned from my study life**

The international business degree course which I took is applied for me to enter my job career and industrial. Those skills I can get in the degree course are knowledge from analytical skill, numerical simulation and literacy skill, and also presentation and communication skills.

## **CAREER OBJECTIVE:**

To build a dynamic career that would satisfy both personal objectives and monetary aspects. Learn, improve and apply all necessary abilities, skills, and knowledge to accomplish goal inline with organizational ones.

## **STRENGTHS:**

- \*Excellent communication skills with fluency in English, Bahasa Malaysia ,Chinese and Hokkien.
- \*Excellent skills in organizing and management events.
- \*Easy going, eager to accept new challenges, and strive for continuous improvement.
- \*Able to maintain calm under pressure.
- \*Able to work independently with minimum supervision
- \*Work well in team.

## **References**

Mr Lim Hong Liang  
Marketing Manager, Bayer Consumer Health Malaysia  
017-7505562  
Relationship : Superior

Mr Wong Soon Aun  
Sales Manager, Acumen Scientific Sdn Bhd  
017- 8806300  
Relationship: Superior