



Lee Gar Mun

Sales Team Leader



Professional Summary

- Dynamic sales leader with a focus on food science technology and customer engagement. At Maruzen Chemicals Malaysia Sdn. Bhd., responsible for expanding customer base and maintaining key accounts in the food sector. Proficient in negotiating with suppliers and managing logistics for products including Soy Protein and Yeast Extract.



Work History

2025-06 -
Current

Sales Team Leader

Maruzen Chemicals Malaysia Sdn. Bhd.

- Implement actions to achieve goals with advanced financial perspectives
- Expand the range of own responsibility and able to make own judgements while consulting with senior
- Actively give advice and suggestions based on understanding the daily operations of each team member

2021-04 -
2025-05

Sales Executive

Maruzen Chemicals Malaysia Sdn. Bhd.

- Trading by importing/exporting for food ingredients in Malaysia, (On Carrying item: Soy Protein- 450Mt/year, Soy Lecithin – 20Mt/year, Yeast Extract – 15 Mt/year); On bringing in new ingredients: Modified Starch, Juice concentrate, sweeteners, Potato Flakes, Hydrocolloids, Colorants, Enzymes, Single Spices.
- Handle existing suppliers and look for new



Contact

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Skills

- New Accounts Development
- New Suppliers Development
- Supplier Relations
- Customer Relations
- Customer Service
- Entrepreneur
- Product Development
- Communication
- Negotiation
- Critical thinking
- Problem Solving
- Logistic Supply Chain

potential suppliers (by attending FIA, FIC, Thaifex exhibition or for new/existing ingredients from overseas countries and Malaysia (local).

- Leveraging sales revenue, potential suppliers and customers.

2020-07 -
2021-03

Sales Executive

Creative Ingredients

- Build relationship & Looking for new business with existing customers and open new accounts.
- To attend customer's queries/inquiry (eg. Documents, quotations, technical solutions, new product development, sourcing)
- Follow up with customers for on-going projects ,quotation , payment status)
- To keep on track for stocks inventory with internal stakeholders
- To manage sales analysis reports, sales budget.

2018-08 -
2020-04

Product Specialist

Mackessen Sdn. Bhd.

- Building relationship with new customers and maintaining good relationship with existing customers
- Provide technical supports to assist customers for product development or improvement
- Communicate with principals based on the needs from customers
- Attend customers' enquiries on timely manners
- Control and coordinate stocks inventory from warehouse

2016 - 2018

Promoter (Part-timer)

Forth Dimension Events Sdn. Bhd.

- As part timer in my university life. Selling food products.

Languages

Good command and written in English, Malay, Mandarin and Cantonese.

On learning Japanese (Speaking, Writing, Listening).

2015 - 2016

Promoter (Part-timer)

Ideaworks Asia Sdn Bhd

- As part timer in my university life. Selling food products.

2012 - 2013

Retail Assistant

Popular Bookstore

- Retail Assistant. Assist Department Heads in pricing, housekeeping, printing, and customer services.



Education

2018-01

Bachelor of Science (Hons): Food Science

TARUC - Kuala Lumpur

2016-01

Diploma: Food Science

TARUC - Kuala Lumpur

2011-01

Sijil Pelajaran Menengah(SPM)

SMK Bandar Baru Ampang



Hobbies

- Travelling, Reading books, Watching Netflix



Sales Achievements in Recent Years

- (2025) RM3.8Mil – 2 new customer developed for Juice Conc.
- (2024) RM2.57Mil – 3 new customers developed for soy protein
- (2023) RM2.89Mil –2 new customers developed for soy protein, soy lecithin yeast extract



INTERNSHIP



Production Trainee at Optimum Sejati Sdn. Bhd.
(Subsidiary of Eu Yan Sang Company), Seri
Kembangan February 2017 – May 2017