

Contact

www.linkedin.com/in/jim-looi-52313312 (LinkedIn)

Top Skills

Strategy
Business Strategy
Sales Process

Languages

English (Full Professional)
Cantonese (Native or Bilingual)
Chinese (Native or Bilingual)
Mandarin (Native or Bilingual)
Japanese (Elementary)

Jim Looi

Sales Manager at STMicroelectronics
Selangor

Summary

Involve in daily operational and managing regional sales in Greater China and South East Asia, eg Shanghai, Shenzhen, Taipei, Penang, Singapore, Bangkok.

Specialties: Fluent in both spoken and written English, Mandarin, Cantonese, and Malay. Fair in Japanese public speaking.

Experience

STMicroelectronics

Sales Manager

August 2005 - Present (16 years 5 months)

- Reporting directly to Head of Department, whom reporting to CEO.
- Managing a sales and customer service team of 6-8 persons located in Greater China and Asia Pacific.
- Responsible for sales development in Electronic Manufacturing Services segment and distribution includes identifying new business opportunities, building linkages, managing and providing suitable solutions in securing the business bidding process and order fulfillment.
- Responsible for strategizing, leading and managing sales and conceptualizing and differentiating sales tactics in order to achieve assigned sales targets.
- Recent regional sales achievements : Y2009 USD45M Y2010 USD60M Y2011 USD110M

LifeTech Net Sdn. Bhd

Senior Sales Manager

February 2002 - August 2005 (3 years 7 months)

Business owned and operated by Telekom M'sia Bhd.

Products: wide area network telco & wireless solution

Reporting directly to Managing Director

Involved in management decision-making and strategy planning.

Managing a sales team of 8-10 persons.

Responsible for sales development which involves identifying business opportunities, building linkages, managing and providing suitable solutions in securing the business bidding process.

Responsible for strategizing, leading and managing sales and marketing activities in order to achieve assigned sales targets.

Responsible for conceptualizing and differentiating sales tactics against competition in tender propositions.

Education

University of Leicester

Master, Business Administration MBA · (1997 - 2001)

The University of Western Australia

Honors, Electronic Engineering · (1989 - 1992)