

## Contact

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## Top Skills

Manufacturing Operations  
Management  
Production Planning  
Bargaining

## Languages

Chinese  
English  
Hokkien  
Malay

# Henry Teoh

Director Of Business Development at City Roastery Sdn Bhd  
Selangor

## Summary

Looking for Paper Napkin supplies business cooperation within global as Australia, New Zealand, United States, United Kingdom, Japan, South Korea and many more.

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## Experience

Koford Converting Sdn Bhd

Director of Operations

January 2016 - Present (6 years)

- Assist company officers and senior staff members in the development and formulation of long and short range planning, policies, programs and objectives
- Develop the manufacturing plan and establish procedures for maintaining high standards of manufacturing operation to ensure the products conform to established customer and company quality standards
- Achieve optimum employee levels with least amount of overhead and raw material costs to meet annual budgetary plan
- Formulate and recommend manufacturing policies and programs that guide the organization in maintaining and improving its competitive position and the profitability of the operation
- Direct and monitor department managers to accomplish goals of the manufacturing plan, consistent with established manufacturing and safety procedures. Act as liason between department management/subordinate levels, as policies and all matters that affect their performance, attitudes and results
- Hire, train, develop and evaluate staff. Take corrective action as necessary on a timely basis and in accordance with company policies. Ensure compliance with current federal, state and local regulations. Consult with Human Resources Department as appropriate
- Identify, recommend and implement changes to improve productivity and reduce cost and scrap, monitor scrap and rework data. Direct the establishment, implementation and maintenance of production standards

- Direct and coordinate various programs essential to manufacturing procedures e.gs, training, safety, housekeeping, cost reduction, worker involvement, security, etc
- Work effectively and relate well with others. Exhibit a professional manner in dealing with others, working to maintain constructive working relationships
- Keep current on information and technology affecting functional areas to increase innovation and ensure compliance
- Perform miscellaneous duties and projects as assigned and required.

#### Clixster Mobile Sdn Bhd

#### Head, Sales & Channel Development

December 2013 - May 2015 (1 year 6 months)

kuala lumpur, malaysia

#### Leadership:

- Manage the creation of an appropriate vision and long-term strategy for Sales function area.
- Developing the sales structure, policy, strategy and procedures.
- Responsible for the delivery of an annual Sales Plan for all of the company's business territory.

#### Strategy:

- Successfully communicate and implement the company's strategy as agreed with management.
- Assist in the development coordinate and put in place strategic Sales plan by product for the company's business units and reflecting their long-term objectives and priorities.

#### Sales Function Operations and Control:

- Develop, implement and manage the sales functions of the company to ensure the short and long-term goals are met, whether Company staff or business partners execute such functions.
- Maintain and develop existing and new business partners & consumers.
- Fiscal sales planning
- Manage Sales staff including hiring, supervision, performance evaluation, training and development.
- Effective supplier relationship management.
- Work with internal and external partners to develop, modify and implement programs aimed at increasing awareness and promoting the company as a key provider.

- Monitor and report on industry competitive trends and products and identify opportunities to broaden and strengthen distribution of client's products.
- Ensure that business practices comply with industry regulations and contractual obligations and that licensing requirements are maintained.

#### Management:

- Appoint, build and maintain a first class effective Sales management team and ensure that remuneration packages are appropriate.
- Create, promote and nurture a professional business environment and culture where staff are valued, motivated, rewarded.
- Maintain awareness and knowledge of contemporary Sales theories and methods to provide suitable interpretation to management and sales team.

#### TuneTalk Sdn Bhd

1 year 9 months

Regional Sales Manager (Central Region)- Channel Sales & Distribution  
January 2013 - October 2013 (10 months)

petaling jaya

- Responsible for overall management of distributor's sales force in assigned region
- Plan, organized and implement sales programs in assigned region
- Plan and responsible in achieving sales target at assigned region
- Trained and developed internal and distributor team
- Coordinate budgets, forecast and reporting
- Implement sales and marketing activities that drives sales, brand value and awareness
- Ensure prominent brand presence in assigned region
- Ensure the accessibility and availability of company products in the market
- Gather market intelligent feedbacks (competitor pricing, marketing activities, dealer's campaign)
- Establish and maintain relationship with key account decision marker and reseller

- Achievements: -
  - Chinese New Year Special Sales Package Promotion
  - Tune Talk Dealer Night 2013
  - Regional Campaign
  - Distributors Campaign
  - Dealer Upselling Campaign
  - ViVa Las Vegas Campaign

- Ang Pow King Campaign
- EPL Campaign

Area Sales Manager (Selangor) - Channel Sales & Distribution  
February 2012 - December 2012 (11 months)

- Responsible for overall management of distributor's sales force in assigned area
- Plan, organized and implement sales programs in assigned area
- Plan and responsible in achieving sales target at assigned area
- Trained and developed internal and distributor team
- Coordinate budgets, forecast and reporting
- Implement sales and marketing activities that drives sales, brand value and awareness
- Ensure prominent brand presence in assigned area
- Ensure the accessibility and availability of company products in the market
- Gather market intelligent feedbacks (competitor pricing, marketing activities, dealer's campaign)
- Establish and maintain relationship with key account decision marker and reseller

Kooka Marketing (M) Sdn Bhd  
Sales Manager  
August 2011 - February 2012 (7 months)  
Subang USJ

- Supervise sales team by providing direction on priorities and goals, performance evaluation and feedback
- Develop, implement and monitor action plans to increase customers base, volume and market presence
- Responsible in achieving sales and margin budget targets on monthly basis
- Manage finished goods stock in line with budgets and company stock holding policy
- Identify and develop sales to new customers in alternative channels
- Develop and implement marketing plans of new product for current and new market
- Develop and manage the overall sales effort to convert leads into sales
- Develop business plan and sales strategy for the market to ensure attainment of company sale goal and profitability
- Achievements: -
- Achieve sales target with an amount of RM18M for year 2011

- Achieve sales target with an amount of RM20M for year 2012
- Awarded Asia Pacific Entrepreneurship 2011
- Awarded with Golden Bull 2011
- Awarded with The Brand Laureate SMEs Best Brands 2011

## Kooka Paper Manufacturing Sdn Bhd

### Operation Manager

January 2007 - August 2011 (4 years 8 months)

Subang USJ

- Responsible for managing and directing all the supervisors working within the company
- Responsible to manage the production work and to make them complete within the specific guidelines and terms
- Manage the work such as labor costing and wastage amounts
- Responsible for analyzing each and every work with their perfect solutions
- Responsible in market feedback before and after product delivery to clients
- Responsible in providing and monitoring quality products to the clients
- Responsible for checking out the ERP system protocols for the company
- Responsible in recruiting and appointing new employee into the company
- Achievements: -
  - Achieve sales target with an amount of RM30M 2009
  - Achieve sales target with an amount of RM39M 2010
  - Achieve sales target with an amount of RM45M 2011
  - Achieve sales target with an amount of RM51M 2012
  - Awarded with Power Brand 2010
  - Awarded with SME 100 Fast Moving Companies 2010

## Anglo American Apparel Sdn. Bhd.

### Sales Executive

May 2006 - December 2006 (8 months)

Selayang

To open, serve and service retail outlets that operating Jeans products.  
Feedback on market response in order to get better product quality in future.

- Achievements: -
  - Achieve RM1M sales target within 3 months period
  - Successfully build brand and awareness for Lee's brand in Malaysia

Formosa Prosonic Technics Sdn Bhd

Purchasing Officer

February 2005 - April 2006 (1 year 3 months)

Port Klang

- Manage material in stocks to fulfill in house production
- Work closely with planner and production department
- Monitor closely on stock delivery to clients nationwide

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## Education

University of Hertfordshire

Master of Business Administration (MBA), Business Administration and Management, General · (2008 - 2011)

New Era College

CIM (The Chartered Institute Of Marketing), Advanced/Higher/Graduate Diploma of Marketing · (2002 - 2004)

Hin Hua High School

· (1996 - 2001)