

HONG WEI SHENG



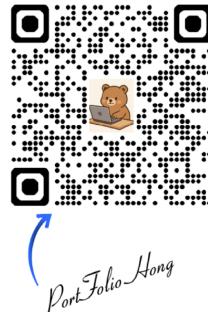
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GitHub: <https://github.com/byfuturebear>

Portfolio: byfuturebear.github.io/Portfolio-Hong/



Professional Summary

Technology-focused Sales Professional with hands-on experience in B2B sales, customer engagement, and solution-based selling. Background in Computer Science with strong understanding of web technologies, cloud fundamentals, and software solutions. Proven ability to manage full sales cycles, lead teams, and communicate technical concepts to non-technical clients. Seeking an IT Sales or Cloud Sales role where technical knowledge and sales execution intersect.

Sales & Business Skills

- B2B Sales & Consultative Selling
- Sales Funnel & Lead Qualification
- Client Relationship Management
- Proposal & Quotation Preparation
- Event, Roadshow & Exhibition Sales
- Team Leadership & Coaching

Technical Skills

- **Web Technologies:** HTML, CSS, JavaScript, Blazor
- **Frameworks & Tools:** React, Node.js, Git, VS Code, Bootstrap, Figma
- **Databases & Hosting:** Postman, PostgreSQL, Vercel, Supabase
- **API & Backend Concept:** REST APIs, GitHub
- **Cloud Fundamentals:** Microsoft Azure (AZ-900)

Work Experience

Team Leader / Solar Sales Consultant, Alpha Solar Sdn Bhd (July 2024 – Present)

- Promoted to lead a 3-member sales team, ensuring performance and growth.
- Organized and managed promotional events, roadshows, and fairs.
- Handled qualified leads, prepared tailored quotations, and closed deals.
- Coordinated with technical teams for smooth project delivery.

Sales Executive, TCIM Sdn Bhd (Tan Chong Industries Machinery) (2023 – June 2024)

- Identified potential clients in industrial sectors and managed entire sales cycle.
- Delivered persuasive proposals and maintained long-term business relationships.
- Consistently met or exceeded monthly and quarterly sales targets.

Account Assistant, Covenant Logistics Sdn Bhd (Yunda Express) (2021 – 2023)

- Performed accurate financial data entry and assisted in report generation.
- Liaised with IT and finance departments to clarify and fulfill data requirements.
- Maintained organized records and improved data workflows.

Supervisor, Mei Grand Sdn Bhd (2016 – 2021)

- Managed a 15-member plantation team, overseeing daily operations and performance.
- Conducted staff training and ensured productivity and goal achievement.
- Provided continuous team support and resolved operational issues.

Education

INTI International University, 2023–2026 (Ongoing)

Bachelor of Computer Science (Hons), Major in Software Engineering

Nexperts Academy Sdn Bhd, 2022

Microsoft Azure Fundamentals AZ-900 (Certification No: I475-6416)

SMK Tun Tuah, 2015

STPM – Accounting Class

Additional Information

- Availability: 2-month notice