

# HONG WEI SHENG



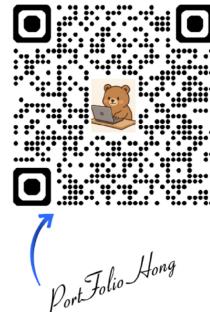
**Phone:** 011-1087 2738

**Email:** hongweisheng1996@gmail.com

**LinkedIn:** <https://www.linkedin.com/in/weishenghong/>

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

**Portfolio:** [byfuturebear.github.io/Portfolio-Hong/](https://byfuturebear.github.io/Portfolio-Hong/)



## Professional Summary

I am a Computer Science student majoring in Software Engineering. I have some experience creating websites using HTML, CSS, JavaScript, and React. I enjoy building websites that look nice and are easy to use. I always like to learn new web technologies. I am looking for a Web Developer job where I can use what I learned in my studies and projects to gain more real work experience.

## Key Skills

- Sales Strategy & Execution
- Team Leadership & Coaching
- Event & Roadshow Management
- Customer Relationship Management

## Technical Skills

- **Languages:** HTML, CSS, JavaScript, Blazor
- **Frameworks & Tools:** React, Node.js, Git, VS Code, Bootstrap, Figma
- **Database:** Postman, PostgreSQL, Vercel, Supabase
- **Other:** REST APIs, GitHub

## Work Experience

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

- Promoted to lead a 2-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