

HONG WEI SHENG



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

Professional Summary

Dynamic and results-oriented sales professional with proven experience in driving revenue growth, leading teams, and managing client relationships across various industries including solar energy, machinery, and logistics. Adept in organizing roadshows, fairs, and product presentations to enhance brand visibility and customer engagement. Strong communicator with a track record of exceeding sales targets and delivering exceptional service.

Key Skills

- Sales Strategy & Execution
- Team Leadership & Coaching
- Event & Roadshow Management
- Customer Relationship Management
- Negotiation & Closing
- Quotation & Proposal Preparation
- Inventory & Data Management
- Languages: English, Mandarin, Malay, Cantonese

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
- Club Photographer Treasurer
- AJK Exco Sukan dan Permainan