

DAIRWAN NORDIN

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PERSONAL PARTICULAR

NIRC No	: 760713-01-7657	Sex	: Male
Age	: 32	Nationality	: Malaysian
Place of Birth	: Mersing, Johor	Health	: Excellent

WORKING EXPERIENCES

Company	GREENCITY BERHAD
Position	First Vice President, Business Development
Date Joined	October 2007 to date

Work Description

Provide leadership and direction to the business in its efforts to establish and increase market share and generate new revenue streams by developing business opportunities in existing and new markets. This includes identifying ways to leverage existing and new products and technologies to satisfy customer needs. Lead in defining business development strategy; researching, identifying and analyzing market trends and new opportunities; preparing financial models and detailed business cases for approval; planning and managing launch activities; and managing bids for new opportunities.

Duties and Responsibilities:

Manage the process for defining the business development strategy and identifying and prioritizing investment opportunities.

Provide leadership and direction for establishing and increasing market share and generating additional revenue streams through developing business opportunities in existing and new markets.

Manage activities associated with the pursuit of key target markets.

Identify ways to leverage existing and new products and technologies to satisfy customer needs.

Manage and participate in the process for researching, identifying and analyzing market trends and new opportunities.

Manage and participate in the preparation of financial models and detailed business cases to identify benefits and potential returns and for prioritizing opportunities and capital allocation.

Contribute to the business planning process, establishing budgets and managing resources and expenditure.

Ensure the business has a comprehensive knowledge of competitive product offerings by maintaining detailed competitive intelligence and benchmarking analyses for all products and services.

Establish and maintain a focus on customer needs and wants and anticipate innovative ways in which the business can satisfy future demand for new products and services.

Company	IBM MALAYSIA SDN BHD
Position	Advisory Sales Specialist
Date Joined	December 2005 to October 2007

Work Description

14 months

Responsible to manage achievement of sales targets in IBM Security Product Line including monitoring of timely and correct invoicing to clients.

Being a main point of contact for my assigned client accounts. Manage and develop existing key accounts and other sales lead.

Understand client's requirement and manage written proposals.

Ensure client's requirements and expectations are managed and met.

Maximise revenue from each client.

Liaise with PreSales and Technical team on proposals and project.

Provide first line customer support, conduct client facing experience, telephone, marketing events, meetings and presentations.

Responsible of proposal writings and deliver projects to deadlines and high standards.

Company	MESINIAGA BERHAD
Position	Account Manager
Date Joined	January 2003 till December 2005

Work Description

34 months

To market IBM product and Mesiniaga's services and spearhead the company's driven to expand and grow beyond the exiting business clientele.

Some of products offerings:

- IBM - Hardware and peripherals
- Network Product - Cisco Gold Partner, Avaya, 3Com
- Antivirus - Trandmacro, NAV.
- Solutions - SAP, Microsoft, IBM etc
- Project Management and IT Services

To achieve agreed sales target, conduct sales presentation, account reviews and revise clients products and services offerings.

Some of the customers

- Kastam Di Raja Malaysia (e-manifest, e-kastam)
- Ministry of Health and Hospitals (Emergency Resources Center ERC, HealthCare)
- Tourism Malaysia (Hardware, Data Center)
- Malaysian Intellectual Property MyIPO - (Hardware)
- Kementerian Kebudayaan, Kesenian dan Warisan (PMO, Hardware, e-parlimen)
- Scomi Berhad (Balance Scorecard, Performance Management)
- Treasury - (SAP System for Accounting General)
- Pos Malaysia Berhad - (SAP, IT Services and Project Management)

To establish, develop partnership and joint ventures with other company.

Some of partners include:

- Siemens Healthcare
- Suria Business Solutions
- Teliti Sdn Bhd
- Khidmat Cerdas Sdn Bhd

Engage in both new business and existing accounts, define and implement sales strategies and plans that will outperform quota and deliver net profit.

Develop existing and potential accounts to ensure sustainable growth for both customer's as well as Mesiniaga's business.

Continually improve relations with the customer and ascertain their needs in all areas of the IT business.

Identify new business opportunities in the area of IT product and professional services.

Continually stay abreast with all strategic activities within the client organizations

Company Name	MESINIAGA BERHAD
Title	Technology Specialist / Solution Architect
Date Joined	January 1999 till December 2002

Work Description

Solution design and architect the project and systems besides prototyping solutions for business analysis and modeling of information to support executive's decision. Designed and developed technical and pricing solutions in the areas of hardware and software. Develop cost effective, best-in-class technical solutions for customers.

Experienced in technical consulting, project management of IT infrastructure services by creating statements of work (SOW) for client proposals, tenders and subcontractors agreements. Developed and planed IT services operations, processes, financials, labour and skills requirements.

Responsible for system analysis and design lifecycle for Business Intelligence (BI) application development and implementation, software installation and distribution and system support.

Projects:

1. Executive Information Systems (EIS) Design and Development using Business Intelligence and OLAP tools. This project was implemented in UiTM Shah Alam. The job scope was to identify customer's business requirements, to design multidimensional cubes to solve business issues and to customize systems. The objective was to make the system able to provide weekly and ad-hoc analysis reporting to executives.

2. Lembaga Peperiksaan (LP) – System and Design for Students particulars, Exams records and other data.

Accomplishment:

Manager's Award 1999,
Manager's Award 2001

Skills:

Experienced in technical consulting, project management of IT infrastructure services

Experienced in the sales and delivery of IT managed services

Broad industry knowledge especially in the usage of IT services in company's operational environment

Experienced in pre-sales customers facing situations such as RFP, presentations, technical evaluation and pilot testing.

Experienced in design, development and deployment of Windows Client and Server environment.

EDUCATIONAL BACKGROUND

Saint Louis University, St Louis, Missouri, United States

Bachelor of Science, 1998
Information Systems (IS)

Bachelor of Science, 1998 in Business Administration
Majoring in Finance

Second Class Upper
CGPA 3.74

Sponsor's Awards for Academic Achievement,
Spring 1997, Spring 1998 and Fall 1998
Dean's List Fall 1998

COMPUTER SKILLS

Windows NT, Windows & Linux and Unix (Beginners)

Java, Enterprise Java Bean (EJB), Java Server Page (JSP),
Servlet, HTML, C, Pascal, XML (beginners), Shell Script
(Beginners), Perl, J2EE platform.

JDeveloper, Borland Delphi, Visual C++, Adobe
Photoshop, Dreamweaver, Microsoft Office, Lotus Notes, Lotus SmartSuite, Internet Explorer, Netscape &
etc

Experienced with Novell Networks and associated Groupware, SQL, ORACLE, PERL, LAN, WAN, SPSS, Lotus
Domino.

Extensive experiences with Web page design, including the use of Java script, CGI form creation, and image
design and creation.

Very quick computer program comprehension and an Independent worker.

PERSONAL ATTRIBUTES

Reading, surfing, traveling, listening to the radio

Good communication skills, excellent Inter-personal skills, hardworking and a team player, task and target
oriented and self-driven and independent

Considerable amount of judgment, high integrity and creativity in solving problems.

Able to quickly formulate responses particularly to time and cost variances.

Confident, assertive contributor and listens to various constituencies in collecting input to formulate solutions
to issues and capitalize on opportunities.

Able to see underlying or hidden problems and patterns and adjust plans accordingly