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|  |  | Curriculum  Vitae |
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|  |  | Nigel Ng |

Nigel Ng

Date Of Birth: 08/03/1985

Nationality: Singaporean

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**PROFILE & objective**

**‘Personal Excellence leads to Team Excellence and thus, Organizational Excellence’**

A well presented easy-going and meticulous individual with a sense of responsibility. A highly motivated personnel who has demonstrated the ability to learn fast and to lead. I possess a broad understanding of both computer hardware and software support. I am naturally a good sales performer and I am capable of developing strong customer relations. I believe a good sales person is patient and able to handle any type of customers from all walks of life whilst providing the highest standards of customer service at all times.

I would like to continue to grow in leadership and knowledge, excel in innovative technology application, interact and share with team members and colleagues, to align real time businesses and technology for a maximised profit for the organisation.

As an employee, I demonstrate a high level of determination and commitment to deliver professional excellence; possess excellent customer service, knack in detail and organisational skills. I am well presented, with profound oral and written communication and interpersonal skills including tact, courtesy, and diplomacy.

***("Be like the turtle. If he didn't stick his neck out, he wouldn't get anywhere at all")***

**PERSONAL ATTRIBUTES:**

* Friendly, enthusiastic, strategic and thoughtful team player.
* Positive strong work ethics and morals, and a willingness and initiative to go the extra distance.
* Consistent, hardworking, who is an efficient learner and is willing to take the time and effort to succeed.

**Professional Assets**

* Excellent communication skills, with the ability to build relationships with people on all levels, across cultural, social and age boundaries.
* Strong team player and confident independent worker.
* Multilingual with English, Chinese, Cantonese, Malay
* Excellent computer skills ++
* Ability to multi task
* Confidence as well as adaptability in stressful environments++
* Over-all a highly focused and result orientated individual, with the flexibility and experience to remain highly focused in fast paced or demanding environments.
* My personal KPI would be closing a SGD 635,000 deal from Tuas Power Supply most of my commision starts with 3-5 Percent.

**Education Background**

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| **Highest Education:** Advance Diploma |
| **Field Of Study:** Information Technology/Computer Science |
| **Name of Institution:** Informatics Computer School |
| **Certification:** HTML Web Publishing  **Certification:** Suns Certified Java Script  **Graduation Date:** 2006 |

**Technical Skills**

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| Windows network support, installation, administration and troubleshooting |
| Microsoft® Office (Word, Excel, PowerPoint, Visio) |
| Programming in C/C++, Java, Perl, HTML, PHP, JAVA, Javascript, CSS, MySQL, RDBMS |
| Programming in Visual Basic |
| Website design in Macromedia® Dream Weaver, HomeSite 5 and Microsoft® FrontPage |
| Skilled in Adobe® Photoshop CS3, Illustrator CS3, Macromedia® Flash, Freehand and Dream Weaver |
| Windows, UNIX/Linux OS installation and Administration |
| Experienced in UNIX/LINUX platform |

**Employment Experience**

**Company Name:** PTC System (S) Pte Ltd

**Position:** Product Manager

**Salary:** SGD 3,600 (On leaving)

**Specialization:** Sales – Corporate (IT Solutions)

**Date Joined:** July (2017) **Date Left:** Febuary (2018)

***The most exiciting & Challenging part in a new***

***company is it gives me the opportunity to meet new***

***colleagues/people.***

* Was Thrust into the world of Big Data was trained in capturing data, data storage, data analysis. Attended various training with companies like "Data Robot". Totally new to me but the role was assigned to me by my boss at that period of time Mr. SS Lim one of the most understanding and definitely a motivation booster for the whole sales team not only the BIG DATA team which consists of me and my engineers.
* Onsite meetings with clients with my engineers to better understand their pains and how Big Data can be implemented in their company.
* Monday Meetings on Sales update (Sales Target 1Million SGD Per Annum)

**Employment Experience**

**Company Name:** Netability (Singapore) Pte Ltd

**Position:**  Assistant Sales Manager

**Salary:** SGD 3,400 (Upon Leaving)

**Specialization:** Sales – Corporate (IT Services,Solutions/Telecommunications)

**Date Joined:** May (2015)  **Date Left:** March (2016)

***Work Description***

* \* This was a temporary position through recommendation to help out. He was my previous customer Mr Mario his Sales Manager left Abruptly so i helped fill in the space for him at this difficult juncture of the company's lifeline.
* Follow up with leads and potential clients (as i have my own clientele which i have built over the years i try to stay in touch with them as much as i can so when i arrive at a new company it will always benefit both sides.
* .Prospecting and qualifying - Closing
* Sales Target: -NA-

**Employment Experience**

**Company Name:** EB CHIP PTE LTD

**Position:** Account Manager

**Salary:** SGD 3,200 (On leaving)

**Specialization:** Sales – Corporate (IT Solutions)

**Date Joined:** October (2013) **Date Left:**  Febuary (2015)

***Work Description***

* Managing mainly the SME accounts and i have also worked with a handful of MNC's organizations
* Our areas of work discipline are mainly into aiding companies in their IT Project Management and Development which includes Implementation of their whole IT infrastructure
* Sales of software and hardware from various leading brands
* Attended promotional meetings with production department.
* Attended meetings with suppliers and customers.
* Sales Target: 500k per annum

**Employment Experience**

**Company Name:** Shell Infotech PTE LTD

**Position:**  Corporate Sales Executive

**Upon Leaving:** Account Manager

**Salary:** SGD 3,000

**Specialization:** Sales – Corporate (IT Services and Solutions)

**Date Joined:** May 2009 **Date Left:**  August 2013

***Work Description***

* Work in a team of 2 my Sales Manager and myself our main corporate accounts spreadout would be under the Banking and Government sector
* Maintaining relationships with clients and customers by conducting meetings ++
* Work Allocation & Project Management. Enables the project managers to break a project into work items assign them to people along with target dates for each work item.
* Developing new relationships with customers and clients
* Keeping track of market reviews and sale statistics
* Gathering customer and market information
* Negotiating with customers and understanding their plans in outsourcing the proper IT personel
* Advising our product/Service developments to the customers and clients
* Sales Target: 300k per annum

**Employment Experience**

**Company Name:** SIS Technologies

**Position:** Inside Sales Executive

**Salary:** SGD 2,750 (Upon Leaving)

**Specialization:** Sales – Corporate

**Date Joined:** 2008 **Date left**: 2009

***Work Description***

* Trained in doing presentations of company profile, on Products and arranging executive level meetings independently.
* Networking with existing and new customers to form close/closer relationships.
* Teamwork. Working as a team in prospecting and closing deals. Our Core Focus is on

Microsoft products and licensing

* Weekly forecast/Pipeline update on sales progress Every Monday

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**Expected monthly salary**

SGD 3600

**Expected commencement date**

Immediate Commencement Availability