

MUHAMMAD ADAM BIN DEMYATI

PERSONAL PROFILE

As an ambitious and an open minded person, I can adapt and improvise to any situation in lesser time. I believe that I excel when I am in a team but I am still capable of managing my task individually. I view myself as a person who is curious and excited to explore on every new things that is given to me. I am convinced that every job experience is consider as travel in mind to gain knowledge and the sky is my limit.

GET IN TOUCH WITH ME:

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ACCOMPLISHMENTS AND ACTIVITIES

- Awarded for The BEST PROJECT in INTI SENIOR YEAR DESIGN PROJECT.
- Member of the Engineering Club and Bowling Club in Inti College Subang.
- Participated in Inter-School in English Debates and Public Speaking in 2009
- Participated in Tennis Tournament U-15 in 2007
- Participated in selection of SUKMA BOWLING to represent SABAH Team 2009
- Member clubs of the Bowling and Basketball community in Manipal International University
- Developed Academy and teams to participate National Community Basketball League Since 2017

SKILLS & LANGUAGES

- Proficiency in English (writing and speaking)
- Proficiency in Bahasa Malaysia (writing and speaking)
- Skilled in Microsoft Office (Words, Excel and PowerPoint)
- Customer Service
- Inventory and Sales
- Hotel Management Service
- Business Development & Marketing
- Team leadership
- Front-End Developer skills (HTML/CSS/JS/React)
- Figma
- Basic of python
- AutoCad

PROFESSIONAL CAREER

oBike Malaysia SDN BHD

Business Development Executive (August 2017 - Jan 2018)

- Taking part in Project Management/Business Planning in expanding the business
- Finding and developing new markets methods and improving sales.
- Developing quotes and proposals for clients.
- Contacting potential clients to establish rapport and arrange meetings.
- Meeting with new potential partners to expand the bicycle-sharing services.
- Liaising with local government bodies to implement oBIKE services in one big community.
- Providing membership model to existing partners to further improve business relationship

Stranger Soccer

Operation Executives (February 2018 - February 2019)

Operation Team Leader (February 2019 - 2020)

Inventory and Revenue Manager 2020 - Ongoing)

- Managing shifts for the team to work efficiently daily prior to working hours.
- Handling all customer inquiries across various channels which may include calls, messages, live chats, emails, and more.
- Constantly monitor existing games to drive and maintain a high level of occupancy, taking action when needed such as consolidating games, contacting players to shift them to other games, adding last-minute games, moving players off the waitlist, and so forth.
- Reaching out and recover the issue to customers that had a bad experience on our platform
- Assisting the on-ground team when needed if there is issue occurred on the spot.
- Identifying bugs and errors from the app/website and communicate with the IT to solve the problem in immediate action
- Create new games by creating detailed sales (games) targets and plans, in order to ensure business growth in HQ Singapore.
- Pushing the sales of the new games and the recurring games listed daily on Stranger Soccer Platform.
- Execute any business-related task and other projects required
- Developing a deep understanding of all customers and games on the platform.

ACADEMIC HISTORY

INTI University

Diploma in Mechanical Engineering

- Subang Jaya, Selangor, Jan 2011- Sept 2014

Manipal University

Completed 47 Credits towards a Bachelor Degree in Mechanical Engineering

- Nilai, Negeri Sembilan , Feb 2015 - Dec 2016