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B-12B-03 Block B Mileennium Places jalan 14/1, PJ, 46100, Selangor, Malaysia

Email: maxisg2000@yahoo.co.uk Tel: 60-05-8080667 (Home), 0172138800 (Mobile)

Resume Summary

Current Position : Assistant Sales Manager in JFE Shoji Electronics Malaysia sdn bhd (Nov 2012 - Present)
Current Specialization : Engineering - Electronics/Communication
Highest Education : Advanced/Higher/Graduate Diploma in Engineering (Mechanical)
Years of Experiences : 10
Expected Salary : MYR 6800

Employment History

Nov 2012 - Present

1. JFE Shoji Electronics Malaysia sdn bhd

Position Title (Level) : Assistant Sales Manager (Manager)
Specialization : Engineering - Electronics/Communication
Role : Electronics Engineer
Industry : Semiconductor/Wafer Fabrication
Monthly Salary : MYR 5800
Work Description :

In dealing with distinctive products ranging from Semiconductor Devices, Surface Mount Technology related equipment, Industrial Cleaning Machines, through to various Analytical Instruments on a global scale. As a partner with capacity to render technical support and solutions to customers.

Responsible for the development and performance of the sales team and all sales & collection activities.

Direct a sales team and provides leadership towards the achievement of maximum profitability and growth in line with company direction.

Our customer like SONY-KL, Hitachi, ALPS, Canon, Bar Code Sato, TDK, Western Digital, Crestronics, Flairis, PCA Tech, Pioneer, Sharp, Epson, Texas, Freescale, On Semi, and Etc

July 2011 - Nov 2012

2. Parker Hannifin Industrial (M) Sdn Bhd

Position Title (Level) : Senior Sales Engineer (Senior Executive)
Specialization : Engineering - Industrial
Role : Industrial/Production Engineer
Industry : Oil / Gas / Petroleum
Monthly Salary : MYR 4000
Work Description :

- Take the lead role in selling world's leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of commercial, mobile, general industrial organizations along with managing distribution partners' activity within an assigned geographical region.
- To achieve sales plan and grow Industrial business for Malaysia market
- To manage support OEM, key accounts and distributors.
- To work with current and potential new customers to promote & leverage company technologies, systems, products and services.
- To explore and identify new segments and sales channels and provide clear action and growth plans for focus markets.
- To maintain familiarity with competitive environment with data/ pricing/ activities in Malaysia.
- To manage and avoid channel conflict with distributors on existing businesses.
- To provide product sales forecasts and ensure adequate stock range inventory.
- Prepare and present product/ technical presentations or training material to key targeted OEM's, distributors and new potential channels.
- Ensuring that expenditures remain within pre-agreed guidelines.
- Work with the Pricing Department and Division Marketing to decide sales literature, price lists, promotional material and tactics.
- Highlight products for deletion or stock range adjustment.
- To submit timely & detailed reports (ECR, visit & market reports, key account mgt, PPP, PFEC, PFED, etc) or accurate quotes to customers.
- To analyze sales and margin data on the product lines and suggest future actions.
- Contribute to the product group long and short term plans.
- To support the enquiry system ensuring excellent customer service.
- To carry out any other duties assigned by the Management.
- Responsible for the sales plan and margin of identified product line.
- Ensuring that costs remain within pre-agreed levels and that products get launched within agreed budget levels.
- Responsible with the pricing manager & BUM/RSM for setting list and discount prices for product range.
- Establishing selling prices to new customers with the pricing manager & BUM/RSM.
- Liaising with USA, Europe & Asia to ensure product launches & development are globally coordinated.
- Responsible to identify products from Divisions for localization.
- Experience in selling intangible/conceptual products/services in connectors. Recent sales experience to connectors providers including OEM's, distributors and new potential channels. at director ,executive level. (senior engineer)
- Our customer like Shell, Pertonas , exxonmobil , Western digital, Seagate, Celestica, ALSTOM

Asia Pacific, Cameron, Flextronics, PTP, Gemesis, etc.

Increases in revenues, profits, and market share

- Achievements

–Individual sales and account achievements which grew from USD 1.2 million to USD 2.5 million.

–Capture of new key accounts and revenue streams, Contributed secured 40% of total client base. Provided ongoing client service.

–Development of new territories and new markets

1) Gemesis project – Total USD 1.3 million for the High pressure Hose product to replace the old machine Hose.

2) PTP Project - Manage to get 2 year contract for all replacement fitting and hose , Est USD 2 million

–Introduction of new products and services (and results)

June 2008 - July 2011

3. MISUMI SOUTH EAST ASIA PTE LTD

Position Title (Level) : BUSINESS DEVELOPMENT EXECUTIVE (Senior Executive)

Specialization : Marketing/Business Development

Role : Marketing Executive

Industry : General & Wholesale Trading

Monthly Salary : MYR 3500

Work Description :

Service existing customers.

Concentrate on driving sales and business development opportunities on company's products and services

Responsible for customer development and management, delivering exceptional customer service, achieving targets, and identifying opportunities for business growth.

Attend to customer enquiries.

Inform existing customers on any new products.

Preparation of quotation and follow-up

Gather information on market demand, competition and latest technologies.

Responsible to ensure meeting the pre-set sales target.

Responsible for maintaining a high level standard of customer service and good customer-relations.

EXPERIENCES GAINED:

- Experience in selling products/services in standard components for factory automation machines, automotive, electrical and electronics industries. Recent sales experience to providers including OEM's, end user and new potential channels. Like , western digital, Seagate , Perodua , proton , O.Y.L. Manufacturing, Hong leong Yamaha, Alps, MAC, Edaran, Maxell Toshin, Sony, Panasonic, cannon, Miyazu, APM, continental, 'SEH, Fujitsu, Thermos, Nippon wiper blade, Toyota, Omron, Toshiba, Allied Hori , Balda Solution , and etc.

- * Achievements

☐ Gained market share and increased revenues

☐ Achieved targets 90 percent of time

☐ Directed the growth of over 500 active and 250 prospect accounts

☐ Reduced revenue losses and enhanced retention of major and at risk accounts using negotiation skills

☐ Led the development of some of the largest accounts in the province

☐ Overcame competitors by increasing competitive knowledge, market intelligence and sales skills

☐ Improved budgeting and planning process using analysis skills

- ☐ Improved forecasting accuracy by creating tools and reports that increased metrics and trends tracked
- ☐ Independently formulated and managed long and short-term sales plans, targets and expenses
- ☐ Maintained a tenacious drive to exceed corporate mission and grow existing and new accounts
- ☐ Kept ahead of competition using SWOT analysis and outside the box thinking
- ☐ Improved product competitiveness by working with senior management in all departments

May 2004 - May 2008

4. REGION SUPPLIERS SDN. BHD.

Position Title (Level) : SALES ENGINEER (Senior Executive)
 Specialization : Engineering - Others
 Role : Others
 Industry :
 Monthly Salary : MYR 2200
 Work Description :

RESPONSIBILITIES:

Provide direct sales support to field/distribution sales organization. Manage, help generate and qualify as well as process sales leads. Also responsible for maintaining customer, prospects and competitor databases and assessing, devising, and implementing marketing promotions.

Generate new business through outbound calls and follow up sales leads.

Maintain revenue goals by quarter and year to date.

Identifies, solicits and sells Measurement products directly to small to midsize

EXPERIENCE GAINED:

Sales engineer experience in Precision measurement and software fields.

Good team player and Multitasking capabilities.

Proven initiative and ability to work with minimal supervision.

Excellent organizational and motivational skills.

Knowledge of Measurement and Electronic Commerce industries.

Achievement:

I have been responsible for managing sales and growing the firm RM 1.0 million annually. In this capacity, I implemented effective sales efforts through developing new customer accounts, exploring new sales opportunities through existing customer, advising customer on product adaptation and introducing new product to customer. My background includes Quality controller within sales, services and production.

REASON FOR LEAVING:

Seek for better career advancement opportunities and exposure.

June 2003 - Jan 2004

5. GS packaging industries (m) sdn bhd

Position Title (Level) : QA Technician (Non-Executive)
 Specialization : Engineering - Mechanical/Automotive
 Role :
 Industry :
 Monthly Salary : MYR 1500
 Work Description :

Educational Background*Graduation Date: 2003***Advanced/Higher/Graduate Diploma of Engineering (Mechanical)**

Major : higher national diploma
Institute/University : BTEC Edexcel, Malaysia
Grade : Grade A/1st Class

Skills

(**Proficiency: Advanced** - Highly experienced; **Intermediate** - Familiar with all the basic functionalities;
Beginner - Just started using or learning the skill)

Skill	Years	Proficiency
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sales	>5	Advanced

Languages

(**Proficiency: 0=Poor - 10=Excellent**)

Language	Spoken	Written
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Chinese	8	8
English	8	8
Bahasa Malaysia	8	8

Personal Particulars & Preferences

Date of Birth : 21 Dec 1981
Nationality : Malaysia
Gender : Male
Possess Own Transport : Yes
Expected Monthly Salary : MYR 6800
Availability : Immediately after notice period of 1 month(s)

Additional Info

Skill Profile

Communication Skills

- Excellent communication skills developed as part of the diploma programmer while in Linton College, both in writing and ability to converse.
- Able to converse in English, Bahasa Melayu, Mandarin, Cantonese, Teocheo and Hokkien dialect.

Teamwork

- Experience of working in many different diversified teams, rules and cultural environment.
- Active in outdoor activities and co-curriculum since secondary school being a prefect, librarian and scout.

IT Knowledge

- Advance user for Microsoft Word, Microsoft Excel and Microsoft Power Point
- Basic user for computer aided design software - AUTOCAD
- Basic Knowledge in CNC and PLC Control Systems.

strengths and weaknesses

- I would say that my greatest strength is my ability to follow through. In sales, I have found that I am most successful when I pay attention to every piece of the sales cycle, from the first contact, to the thank you at the completion of the sale. My greatest weakness is my tendency to over think a situation. I sometimes take too much time to strategize on a sale, and find in the end that my initial plan was the one that was the best.
- My greatest strength is my organizational ability. I like to plan out the sales cycle to the letter, and follow it through. My greatest weakness is related to my greatest strength, because I would say that when my plan needs to change, I can be a little bit inflexible.
- My greatest strength is my ability to think on my feet. I am very flexible in my approach to my sales, and am able to work with many different kinds of customers at once. My weakness is that sometimes I don't plan things out as well as I should, and end up reacting to things as they come up.

References

Name : Mr. Low che min

Relationship: Colleague

Position : senior sales

Company : Misumi (M) Sdn Bhd

Telephone : 06-012-6588880

Email : -

Name : Mr. Jimmy chong

Relationship: colleague

Position : Sales engineer

Company : Region suppliers (M) Sdn Bhd

Telephone : 6-017-3331779

Email : -