



Expected Salary:  
**MYR 8,000**

## Swee Hwa Tay

Director at Alam Telekomunikasi Sdn Bhd

(+60) 01137389136 | tay.timmy@gmail.com | 34 years old | Puchong, Selangor

Experience 18 years

Previous Business Development Manager  
Packet One Network Sdn Bhd

Education Procom Institue  
Diploma, Design/ Creative (1998)

Nationality Malaysia

## Experience

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Mar 2011 - Present  
(2 years 11 months )

### Director

Alam Telekomunikasi Sdn Bhd

Monthly Salary MYR 9,000

Dealing with corporate voice solution ( discounted call for corporates company & Government) Focusing on training and developing new Business Development Exec to Managerial level.

2009 - Feb 2011  
(2 years 1 month )

### Business Development Manager

Packet One Network Sdn Bhd

Monthly Salary MYR 5,100

Channel development partner for Wimax sector, SAC budget planning (incentive and promotion) fro channel partner and promoter.

Jan 2008 - Jan 2008  
(1 month)

### Sales Manager

Acronis Pte Ltd

Monthly Salary MYR 5,600

Jobs scope : In charge of the company sales team on product sales and collection and grow existing network of dealers and public sector (Retail and corporate Dealer).

Accomplishments : Total growth of 40% on IT retail dealer and 10% growth on corporate dealer. Increase of 25 % of sales.

Has strong relationship with key government account.

Jun 2003 - Oct 2007  
(4 years 3 months )

### Senior Business Development Executives

Hewlett Packard (M) Sdn Bhd

Monthly Salary MYR 4,200

Responsibility.

- To growth new and existing Large corporates & government account.
- Lead o group of sales person to promote new marketing strategies

Accomplishment.

Total growth of 35% from quarter to quarter. Build good relationship with most of the End User & reseller.

Feb 2000 - May 2003  
(3 years 2 months )

## **SALES EXECUTIVES**

### **FIMACO SDN BHD**

Monthly Salary MYR 2,800

#### RESPONSIBILITIES:

To serve the existing network of dealer and to increase the existing dealer network.

#### ACCOMPLISHMENT:

- Obtain an 80% increase of total numbers of dealers from areas of coastal Selangor, Perak and Klang Valley by doubling or tripling the total revenue earned from existing dealer serve.

Feb 1996 - May 2000  
(4 years 2 months )

## **Sales Executives**

### **Le' Toile (M) Sdn Bhd**

Monthly Salary MYR 2,800

#### Responsibility.

-To serve the company existing customer base ( Pubs, Bistro, Hotels, Club House etc) and to establish and increase market share for the company. involved actively in promotion planning and developmental execution for the company

#### Accomplishment.

Achieved in gaining bigger share for the company in the areas of Klang Valley. The company enjoys good reputation and its market

## **Education**

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1998

### **Procom Institue**

#### **Diploma in Art/Design/Creative Multimedia | Malaysia**

Grade Grade A/1st Class

1996

### **Sekolah Mengah Taman Desa**

#### **Primary/Secondary School/SPM/"O" Level | Malaysia**

Grade Grade A/1st Class

## **Skills**

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Advanced  
Intermediate

MS Office  
Adobe PhotoShop

## **Languages**

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*Proficiency level: 0 - Poor, 10 - Excellent*

Language	Spoken	Written	Relevant Certificates
Bahasa Malaysia	10	10	-

English	10	10	-
Chinese	10	0	-

## Additional Info

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Expected Salary MYR 8,000  
Preferred Work Location Selangor, Kuala Lumpur

### Other Information

To be significant and efficient member of the company  
sales and marketing team with the main purpose being that of maximizing both the employer and own self interested.

## About Me

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