

Ng YY

Taman Setia Indah, JB, 81100, Johor, Malaysia
Email:xxxxx@yahoo.com Tel. (Mobile): 012-xxx xxxx

PERSONAL PARTICULARS

NAME	:	Ng YY
GENDER	:	Male
RACE	:	Chinese
DATE OF BIRTH	:	10/Nov/1975
AGE	:	37
MARITAL STATUS	:	Married
CONTACT	:	
NRIC NUMBER	:	751110-01-xxxx
EMAIL	:	
CITIZENSHIP	:	Malaysian
RELIGION	:	Buddhism
RESIDENCE ADDRESS	:	
DRIVING LICENCE	:	Class B2 / D
LANGUAGE SPOKEN	:	Chinese / English / Malay
LANGUAGE WRITTEN	:	Chinese / English / Malay
DATE PREPARED	:	16/July/2012

Summary of Candidates

- E10572, Ng YY
- Chinese male, Married
- Degree of Electrical Engineering
- Total 13 years of experience in sales & marketing
- Latest 8years in distribution develop business
- Speak English, Bahasa & Mandarin
- Computer literature
- Posses own vehicle
- Expected salary: RM9,000 (nego)
- Available with 2 months

ACADEMIC QUALIFICATION

SIJIL PERLAJARAN MALAYSIA (SPM) 1989-1993
LEDANG SECONDARY SCHOOL, TANGKAK, JOHOR

CERTIFICATE OF BASIC COMPUTER KNOWLEDGE 1994
(WORD PROCESSING / LOTUS / DATABASE / GRAPHIC)
INFORMATICS INSTITUTE

AMERICA TRANSFER PROGRAM (AA DIPLOMA) 1994-1995
KOLEJ DAMANSARA UTAMA

B.SC - ELECTRICAL ENGINNERING (EAC/ABET ACCREDITED) 1995-1998
SAINT CLOUD STATE UNIVERSITY, MINNESOTA, USA
SENIOR DESIGN PROJECT: Design and develop a mobile robot by using Motorola microcontroller MC6811 family and C programming, which displays intelligent behavior and responds to external stimuli, it is also designed to generate signals as it encounters any obstacle or makes and move toward the source or detects the source, the signal then would be transmitted using a broadcasting system and thus enable to hear it's activities from a remote place by using ordinary radio.

PROFILE SUMMARY / ACCOMPLISHMENTS

ADVANTAGES / STRENGTHS

- Resolve problems analytically and logically.
- Plan and organize work systematically.
- Consistently challenge myself to look for new and better ways toward achieving goals
- Decisions always made in good business sense
- Ability of work under pressure.
- Resourceful to complete task given.
- 12 years in electronics components sales industry.
- Performance consistently far exceeds job requirements and expectations.
- Good rapport with customers.
- Excellent business sense.
- Work independently.
- Take initiative to complete task.
- Team player and manage to communicate with peoples from all levels.

KEY ACHIEVEMENTS/ KEY ACCOMPLISHMENTS

- Increase sales volume 300% from 2004 till 2010 in <current> Technology.
- Achieved yearly target set by company.
- Launch SMI/VMI program as added value service to customers.
- Design-Win activities in various customers.
- Manage to keep inventory in safety level even with SMI/VMI program.
- Package negotiation with oversea customers and managed to capture the business under long distance remote.

COMPUTER LITERATURES

Skilled with Windows OS, Microsoft Office, C/C++, SAP, MRP, FORTRAN, IPLS, ASM86, MIPS, MOTOROLA 6811 FAMILY ASSEMBLY, VAX/VMS, DOS, SUN SPARC, CAD, MATLAB, PSPICE, B2LOGIC, CODAS.

PROFESSIONAL WORKING EXPERIENCES

June 1999 – Feb 2002, Sept 2004 – Current

Company: <XXX> Technology Distribution S/B (Formerly <XXX>Global Malaysia S/B)
Position: Sales Manager

About the company:

.... is representing Intel, Cortina, AVX/Kyocera, Tyco, Renesas, Nanya, MXIC and other various reputable product lines in Malaysia, ... is not only franchise distribution, but also independent distribution (trading) and arm of design and development.

Responsibilities:

- Represent company to promote electronics components (passive, active and electromechanical) to electronics related company.
- Maintaining existing businesses and increase share available market.
- Seeking for new business opportunity.
- Establish strategy/program to anchor customers (VMI/SMI, buffer program)
- Work closely with R&D, Buyer to spec-in/design in principal products.
- Monitor customer payment.
- Monitor daily operation of JB office.

Sept 2002 – Aug 2004

Company: AE Technology Sdn Bhd
Position: Senior Sales Engineer

About the company:

AE Technology is one of the biggest metal stamping house in Asia, AET does have their own design house for product development and tooling fabrication.

Responsibilities:

- Representing company to promote Metal Stamping products to the customers in order to meet company annual budget as well as target set.
- Seeking for new business opportunity.
- Maintaining/growth existing businesses.
- Work closely with R&D (Mechanical session) to develop metal casing/parts suit to the application.
- Resolve any complaint / failure of product issues.
- Cost study with project team to conjure strategy pricing to win business.

Feb 2002 – Aug 2002

Company: Rakon (Singapore) PTE LTD
Position: Sales Engineer

About the company:

Rakon is the world leader in the design and manufacture of frequency control with head office in Auckland, New Zealand. Sales office in Singapore is in charge of business development in SEA whereby factory in China, India, England and France.

Responsibilities:

- Representing company to promote frequency products to the customers in order to meet company annual budget as well as target set.
- Seeking for new business opportunity in SEA which not limited to Singapore/Malaysia.
- Maintaining/growth existing businesses.
- Work closely with R&D to design-in suitable frequency solution into the products.
- Resolve any complaint / failure of product issues.
- Sourcing of new OEM aside of in-house to fulfill customers' need.