



wong, stanley

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Resume Summary

Current Position : Business Development Manager in Visual Solutions (M) Sdn Bhd (Apr 2001 - Present)  
Current Specialization : Marketing/Business Development  
Highest Education : Advanced/Higher/Graduate Diploma in Computer Science/Information Technology  
Years of Experiences : 17  
Expected Salary : MYR 5800

Employment History

Apr 2001 - Present

1. Visual Solutions (M) Sdn Bhd

Position Title (Level) : Business Development Manager (Manager)  
Specialization : Marketing/Business Development  
Role : Business Development  
Industry : Human Resources Management / Consulting  
Monthly Salary : MYR 5100 (excluded allowances)  
Work Description :

Work as business development manager and responsibilities of marketing survey, developing the market of HR and provided HR consultation and suitable HR solutions for various of industries in the market like electronics, garments,trading company and so on.

This position also need to conduct system demonstration to those customers or prospects whose interested in HR solution for their company.

I also need to conduct others marketing activities such as seminar, roadshow and workshop to create awareness of the products and services of the company.

As leader of the Marketing team, I need plan out the marketing activities and manage the sales team to meet up the company sales target.

With so many year in the marketing field, good communication skill and good customer relationship are my strength. Beside of these, I also capable to lead the sales team to achieve the company business objective.

		May 2000 - May 2001
<b>2. ITWin Technology Sdn Bhd</b>		
Position Title (Level)	: Technical Sales Executive (Senior Executive)	
Specialization	: IT/Computer - Software	
Role	:	
Industry	: Computer / Information Technology (Hardware)	
Monthly Salary	: MYR 1600	
Work Description	:	
Duties:		
Sales and marketing job included technical support in both hardware & software		
Accomplishment:		
Make deal with most industries company and setting up the network system for them		
Reason for leaving:		
Look for higher career path		
		Sep 1996 - May 2000
<b>3. INFORMATICS INSTITUTE Johor Bahru</b>		
Position Title (Level)	: Senior System Support (Senior Executive)	
Specialization	: IT/Computer - Network/System/Database Admin	
Role	:	
Industry	: Education	
Monthly Salary	: MYR 1450	
Work Description	:	
Duties:		
Maintain and troubleshoot all the computer system, Network administration and maintaining, software and hardware installation and normal system documentation.		
Accomplishment:		
successful install,setup and administrated MS Windows NT in the company.		
successful connected all the workstation to the internet through the NT network and successful implemented MS Proxy server		
Successful setup and implement MS messaging email system within the company		
Reason for leaving:		
I would like to learn more about the networking and network troubleshooting		
<b>Educational Background</b>		
		Graduation Date: 1999
<b>Advanced/Higher/Graduate Diploma of Computer Science/Information Technology</b>		
Major	: Computer Science	
Institute/University	: INFORMATICS INSTITUTE, J.B., Malaysia	
Grade	: Grade B/2nd Class Upper	
		Graduation Date: 1996
<b>Diploma of Computer Science/Information Technology</b>		

Major	: Business Studies		
Institute/University	: INFORMATICS INSTITUTE, J.B., Malaysia		
Grade	: Grade A/1st Class		
<b>Skills</b>			
( <b>Proficiency: Advanced</b> - Highly experienced; <b>Intermediate</b> - Familiar with all the basic functionalities; <b>Beginner</b> - Just started using or learning the skill)			
<b>Skill</b>	<b>Years</b>		<b>Proficiency</b>
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Communication skill	>5		Advanced
Customer relationship	>5		Advanced
Marketing activities development	>5	>5	Advanced
Leadership	>5		Advanced
HR Solutions		>5	Intermediate
Tele makerting	>5		Intermediate
<b>Languages</b>			
( <b>Proficiency:</b> 0= <b>Poor</b> - 10= <b>Excellent</b> )			
<b>Language</b>	<b>Spoken</b>		<b>Written</b>
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English	8		8
Bahasa Malaysia	5		5
Chinese	5		5
<b>Personal Particulars &amp; Preferences</b>			
Date of Birth	: 12 June 1976		
Nationality	: Malaysia		
Gender	: Male		
IC No.	: 760612-01-6903		
Possess Own Transport	: Yes		
Expected Monthly Salary	: MYR 5800		
Availability	: Immediately after notice period of 1 month(s)		
<b>Additional Info</b>			
CAREER OBJECTIVE:			
To gain further exposure and experience in marketing & business environment.			
EDUCATION LEVEL			
1996	INFORMATICS INSTITUTE, J.B.	International Diploma in Computer Studies (NCC)	
1999	INFORMATICS INSTITUTE, J.B.	International Advanced Diploma in Computer Studies	
(NCC)- Major In Computer Science			
PROFFISIONAL EXPERIENCE			
1996 - 2000	INFORMATICS INSTITUTE, J.B.	Senior System Support	
?	Responsibility to support, troubleshoot and maintain the computer system and server in the institute.		

?	Responsibility to maintain the LAN and the Internet connection in the institute
?	Administrate the entire client login, file sharing, and Internet connection in the institute.
?	Maintain and administrate the Microsoft Windows NT and Novell Intranet Network system in the institute.
AWARD RECEIVED	
?	1997, April- Attended Total Quality Management that certified by INFORMATICS Human Resource Training Centre.
?	1999, January- Attended the course of Migrating To NT Workshop Training that Contacted by New Horizons Computer Learning
?	Centres.
?	1999, December- Awarded 2.5 years Long service award with INFORMATICS INSITUTE, Johor Bahru.
LANGUAGE	
?	Mandarin, English, Cantonese, Malay
REFERENCES:	
?	Pn Faridah Ya’acob, No 1, Jalan Waja 5, Pandan, 81100 Johor Bahru, Johor, Malaysia. Tel: 07-351 7000
?	Mr. Pang Wee Kiat, No 1, Jalan Waja 5, Pandan, 81100 Johor Bahru, Johor, Malaysia. Tel: 07-351 7000
2001 - 2002	ITWIN TECHNOLOGY (M) SDN BHD      Technical Sales Executive
?	Responsibility to support the existing clients & generate new sales lead.
?	Responsibility to develop and organize marketing activities to generate new sales lead.
?	Provide consultation to clients or prospect in implementing of network system.
LANGUAGE	
?	Mandarin, English, Cantonese, Malay
REFERENCES:	
?	Tan Yit Meng, Tel: 012-737 7642
2002 - Current	VISUAL SOLUTIONS (M) SDN BHD      Business Development Manager
?	Responsibility to provide HR consultation for existing clients & prospects.
?	Creating awareness and marketing the concept of HR application & Services that company provided.
?	Responsibility to develop and organize marketing activities to generate new sales lead.
?	Attend to customer enquiries and provide after sales services
?	Work with other team members to recruit new business partners for the organization

LANGUAGE	
?	Mandarin, English, Cantonese, Malay
Awards	
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10 YEAR SENIORITY AWARD	
Personal Strengths	
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Develop good relationship with customers	
Good negotiation skill	
Broad customers base in Johor Bahru state	
Develop new market with effective way	
Sufficient experience in Marketing & Sales	
Computer literate with keyboarding skills	
Other Languages	
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MALAYSIA, ENGLISH, CANTONISE, MANDARINE	
<b>References</b>	
Name	: Chiew Kok Leong
Relationship	: Superior
Position	: VP, R&D
Company	: Visual Solutions (M) Sdn Bhd
Telephone	: 60-019-7531288
Email	: klchiew@visualsolutions.com.my