

RESUME

PERSONAL PARTICULAR

Name : Lau Yee-Wei
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Address : 30-1, Jalan 4/4, Cascadia Lake Vista,
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47150 Puchong, Selangor.
Age : 37 years
Gender : Male
ID Card No. : 760831-13-5937
Nationality : Malaysian
Marital Status : Married



EDUCATION BACKGROUND

Qualification : MSc (Physics)
Majoring : Material Physics
College/ University : National University of Malaysia
Duration : Nov 2002 – Aug 2006

Qualification : BSc (Applied Science)
Majoring : Nuclear and Radiation Science
College/ University : National University of Malaysia
Duration : May 1997 – Aug 2000

EMPLOYMENT HISTORY

(1)

Job Nature : Self-Employed/ Business Owner
Starting Date : Jan 2013
Ending Date : -

Job Description:

- (a) Sales
 - Selling chemicals & consumables of scientific instruments to laboratories.
 - Performing all sales-related duties.
 - (b) Training & workshop
 - Conducting on-site training & workshop.
 - (c) Consultation/ application
 - Providing technical pre-sales & post-sales support to analytical instruments suppliers.
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(2)

Company Name : Perkin Elmer Sdn Bhd
Position Title : Regional Product Specialist (S.E.A)
Monthly Salary : RM 5900
Date Joined : Nov, 2008
Date Left : Dec, 2012
Company Type : Analytical Instruments Manufacturer and Supplier

Job Description:

My specialization is in the thermal analysis techniques, such as DSC, TGA, DMA, TMA and TGA-DTA. On top of those, I have also some experiences in Organic Elemental Analysis, Spectroscopy & Chromatography techniques.

Below are my job scope descriptions:-

- (a) Technical sales
 - Conducting product presentation & demo section.
 - Meeting prospects/ customers to know better in their testing applications & needs; then proposing analytical solution to them accordingly.
 - Taking part in technical clarification meeting.
 - Taking part as speaker in seminar, workshop, user meeting & conference.
 - Providing other pre-sales support to sales colleagues & distributors.
- (b) Sample testing & analysis
 - Performing test/ analysis for various type of samples, particularly for pre-sales cases.
 - Generating technical reports after running test/ analysis.
- (c) Training
 - Conducting on-site operation & application training.
 - Conducting classroom training.
- (d) Application support & consultation
 - Supporting customers on the testing method optimization, data interpretation, suggestion for process improvement, technical advices for the matter of instruments calibration & sample testing up to ASTM & ISO standards.
- (e) Service works
 - Performing installation, calibration & troubleshooting work for thermal analysis systems (when necessary, particularly for outstation & oversea cases).
- (f) R&D projects
 - Performing internal R&D works to develop new testing applications with various analytical techniques.
 - Writing technical white papers for company technical database.
 - Participating in external research projects (collaborating with the external research institutions).

Reason to leave : Looking for new challenges & exposures

(3)

Company Name : QT Instruments Sdn Bhd
Position Title : Application Specialist
Monthly Salary : RM 3500
Date Joined : Jul, 2006
Date Left : Jul, 2008
Company Type : Testing Machine and System Distributor

Job Description:

My specialization is in the Data Acquisition System, Sensor/ Transducers, Tensile Tester, Impact Tester, Particle Size Analyzer, etc.

Below are my job scope descriptions:-

- (a) Technical sales
 - Conducting technical presentation.
 - Participating in technical clarification meeting.
 - Providing other technical support to sales colleagues.
- (b) Training
 - Conducting on-site training.
- (c) Service works
 - Performing installation, calibration & troubleshooting work (together with service colleagues).
 - Doing design & working together with local manufacturer to fabricate some machine parts.
- (d) After sales support
 - Providing application support to customers when required.
- (e) Project Management
 - Coordinating the implementation of post-sales project activities (site readiness, installation, calibration, training).

Reason to leave : Looking for opportunities with different technical exposures.

(4)

Company Name : Inti International University College
Position Title : Lecturer
Monthly Salary : RM 2500
Date Joined : Jan, 2005
Date Left : May, 2006
Company Type : Educational Institution

Job Description:

- Teaching and lecturing in Physics courses for Local Engineering Programme and American Degree Transfer Programme.
- Preparing the examination papers.

Reason to leave : Looking for opportunity and prospect in technical and business environment.

(5)

Company Name : National University of Malaysia
Position Title : Research Assistant
Monthly Salary : RM 800
Date Joined : Nov 2002
Date Left : Sep 2004
Company Type : Educational Institution

Work Description:

- Planning and conducting the research project.
- Writing and presenting papers in regional and international conferences.

Reason to leave : End of the research project for my personal Master Degree study.

LANGUAGE SPOKEN & WRITTEN: English, Malay, Mandarin.

STRENGTHS

Technical:

- * Working experiences related to scientific instruments.

Personality:

- * Good presentation skills.
- * Willingness to travel or to be relocated.
- * Quick learner & willingness to learn new things.
- * Ability to work independently and in a team.
- * Analytical & problem-solver.

AVAILABILITY: Within a month.

REFERENCES

1. Mr. Tan Boon Chun
Business Manager, Perkin Elmer South Pacific Region
+60-12-555 7042
2. Mr. Ibzahairen Ibrahim
Senior Sales Engineer, QT Instruments Malaysia
+60-17-626 8054
3. Dr. Ooi Kuan San
Senior Lecturer, Inti International University College,
+60-12-322 9845