



Tominaga Yui

Address: 32, Jalan Keris Tuah, Taman Pasifik Selatan, 83000 Batu Pahat, Johor, Malaysia.

Date of Birth: 02-03-1987

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OBJECTIVE:

A Sales / Marketing position

PERSONAL PROFILE:

Motivated and results oriented sales person who has over 2 years of sales experience which products are considered as car parts industry. Also known as ability to build customer relationships, with resulting in customer satisfaction and retention. Yet bilingual for English, Japanese and Chinese which can communicate with different kind of people.

EDUCATION and QUALITIES:

***CURTIN UNIVERSITY OF TECHNOLOGY,
Malaysia
Bachelor of Business Administration***

April 2005 – Jun 2011

Pre-tertiary education background is as illustrated below:

1993-1998	Narita Primary School	Primary school
1998-1999	Pang Choor CJR primary school	<i>Ujian Penilaian Sekolah Rendah (UPSR)</i>
1999-2005	Chinese High School (CHS)	<i>Unified Examinations Certificate (Equivalent to GCE 'A' Level)</i>

SKILLS and QUALITIES:

Excellent Skills

- Having a good leadership skills, including managing, motivating and guide other staffs to achieve company objectives.
- Sensitive to profit, cost and time.
- Creative
- Well organize and self management.
- Result oriented/driven in completing tasks.

Independent Research and Term Work

- Participated in fewer commercial marketing and production talks.
- Well communication with other departments and be a part of organizational citizen

Information Technology

- Knowledge and use MS Power Point, MS Word, MS Excel, and Internet

WORKING EXPERIENCE

DAIKEN MIRI SDN BHD, Malaysia

Marketing Executive

(Worked as a Internship for three months) 2010

- Support company daily activities
- Prepared submission of shipping documents and MJEP forms
- Helping stock counts in inventory
- Collaborate with internal staff to resolve problems

NIPPON WIPER BLADE (M) SDN BHD

Sales Executive

September, 2011 – September, 2013

- Maintaining and developing good relationship with external and internal customer, colleagues and relevant division.
- Respond promptly to customer inquiries /feedback.
- Monitor and direct report to senior manager, prepare reports such as Market Analysis, Sales Category, Sales Report and Yearly Sales Plan.
- Liaison with production planning and warehouse on delivery status.
- Specialize in after-market and OEM market. Also well taking care of new and existing customers and critically solves the customer's request and problems.
- Able to do market research and analysis, to identify customers needs and market trends.

References

Mr. Hiroshi Satoh

Assistant Sales General Manager
Nippon Wiper Blade (M) Sdn, Bhd.
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Mr. Toshiya Takahasi

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