

Personal Resume

Name: Chua Hwa Sin

Address: 12 Jalan Mutiara Emas 2/23, Taman Mount Austin, Johor Bahru, 81100, Johor, Malaysia

Telephone: +(65)91002269 (Singapore Mobile),

+(60)012-3256836 (Malaysia Mobile)

e-mail : chuahwas@yahoo.com.sg

Sex: Male

Marital Status: Married

Date of Birth: 15 December 1967

Nationality: Malaysian (Singapore PR holder)

Education Qualification

Mar 1994 – Feb 1995	Intensive Course in English Language, Language Centre, La Trove University, Melbourne, Australia
Apr 1988 – Mar 1992	Bachelor of Business Administration, Soka University, Tokyo, Japan
Apr 1987 – Mar 1988	Intensive Course in Japanese Language, ASCA Japanese Language Institute Asia Bunka Kaikan, Tokyo, Japan
Jan 1981 – Dec 1986	High School Education, High Chiang High School
Jan 1974 – Dec 1980	Primary Education, Jit Sin Primary School

Employment History:

Jan 2011 – Dec 2013	Assistance Manager
Mar 1998 – Dec 2010	Sales Executive (Sales of Rare Earth Magnets, Purchase & Sales of Diamond Cutting Wheel and servicing SERM Coating for Semiconductor Equipment) Magnets Sales Department Shin-Etsu Electronics Materials Singapore Pte Ltd Shin-Etsu Electronics Materials Singapore Pte Ltd is a wholly-owned subsidiary of Shin-Etsu Chemical Co., Ltd., a Japanese based MNC company. The magnet division with 5 overseas manufacturing location in Malaysia, Indonesia (Batam Island), Philippines (Laguna), Thailand, China (Suzhou) and mother manufacturing company in Takefu, Japan. The sale operations are in corporate-HQ (Tokyo) and Singapore regional office. Job Responsibilities and Involvement : <ol style="list-style-type: none">1) Handling sales of magnets for General Application (GA) and Voice Coil Motor (VCM) and supporting VCM Assembly (VCMA) business for hard disk manufacturer.2) Handling purchase & sales of Tungsten carbide body diamond cutting wheel (year start Dec 2007)3) Servicing SERM coating (Shin-Etsu plasma resistance material) for semiconductor equipment (Apr 2007 to Feb 2008)4) Coordinate with product groups and divisional / corporate HQ staff located in Malaysia, Indonesia and Japan5) Keeping track of delivery schedule and follow up with Quality Assurance (QA) in quality issues.6) Coordinating with production department for delivery schedule, control & expending of shipment to meet customer demand-pull for JIT system.7) Coordinating prototype ran for new local design, U.S. or Japan transferred design at customer production plant.

- 8) Preparation of quotation, purchase order, and updating monthly actual sales and forecast order for managing director monthly sales meeting in Japan HQ.

Apr 1997 – Feb 1998	<p>Marketing Executive (Sales & Marketing of Electrical Materials) Electronic & Electrical Materials Department Hitachi Chemical Asia Pacific Pte. Ltd.</p> <p>Duties: Responsible for Marketing & Sales for chemical materials business activities in Asia, also in managing and growing major existing accounts as well as new accounts development, with an initial focus on Singapore and Malaysia.</p> <p>Other responsibilities include preparation of quotation, delivery orders and arrangement for delivery schedules and updating monthly actual sales and forecast order for manager monthly sales meeting.</p>
Apr 1995 – Mar 1997	<p>Business Support Specialist (Supporting country sales office including distributor sales & marketing of semiconductor) Asia Marketing Department Harris Semiconductor Pte. Ltd.</p> <p>Duties: Responsible for expanding sales in Asia with focus on supporting the Japanese / Korean / Singapore regional market: acting as broker and negotiating between product line and Asia Sales Office, ensuring optimum customer satisfaction; as well as monitoring market changes and continuously planning for expansion.</p> <p>Other responsibilities include sales forecasting and implementation of sales action plans to achieve sales target / goal for the Japanese and Korean market, and monitoring orders and expediting shipment.</p>
Apr 1992 – Feb 1994	<p>Overseas Sales (Sales of Telecommunication Products) Corporate Overseas Operation Division Kyushu Matsushita Electric Co., Ltd, Japan</p> <p>Duties: Responsible for promoting the company Telecommunication business as well as developing and maintaining positive relation with regional sales office, distributor and dealers in Asia Pacific regions.</p> <p>Other responsibilities include achieving sales targets and formulating sales strategies to increase sales and expand the market, proving order / sales forecasting to the production department to market production plan / scheduling shipment.</p>

Strength: Honest, hard working, work as a team, fast learner, energetic.

Weakness: Difficult to trust people, Perfectionist.

Skills:

Good command in Computer Knowledge (MS Words, MS Excel, Email and Internet)

Language: Effective in English, Mandarin, Malay and Japanese.

Hobbies:

Travelling, reading and surfing internet.