

Kam Siang See
15, Jalan Rumbia,
Taman Dato Abdul Rahman Jaafar,
83000 Batu Pahat, Johor.
019-786 8686
email: kamss717@yahoo.com



Objective

Seeking a leadership position where I can maximize my multilayer of management skills, quality assurance, program development, training experience, customer service, and a successful track record in corporate company.

Profile

A flexible and skilled sales/marketing professional with excellent experience in developing and improving sales for retail operations. A determinate manager with outstanding communication, negotiation and people management skills.

Responsibilities

- Responsibility for the sales process to meet/exceed monthly, quarterly and annual sales objectives set by management.
- To responsible for all branches daily operation activities.
- In charge of the planning, implementation and execution of the company business plan.
- Frequently to collect market information for managerial purposes

Summary

- Major strengths include strong leadership, excellent communication skills, competent, strong team player, attention to detail, dutiful respect for compliance in all regulated environments
- Thorough knowledge of current manufacturing practices, and a clear vision to accomplish the company goals.
- Excellent interpersonal and communication skills with people of diverse cultural backgrounds
- Highly keen on identifying customer needs and providing solutions to achieve customer satisfaction
- Proficient and experienced in competitive analysis and product requirement definition
- Computer and Internet literate.

Employment History

1. Acson Malaysia Sales & Service Sdn Bhd. (OYL Group)

Sales Engineer	2007
Sales Engineer, Southern Region	2008 - 2009
Assistant Manager, Southern Region	2010
Assistant Manager, National Sales	2011 - 2012
Manager, West Malaysia Sales	2013

Achievement

- Break through 200 Millions turnovers in 2012.
- Business development in southern regions (Johor and Melaka), monthly sales growth from 400K to 2 Million.
- Develop additional 6 Million dollar dealer in southern region.

2. Tuan Hoe Home Appliances Sdn Bhd

Branch Manager	2013 – Present
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Achievement

- Involve in the process in setting up a new branch for Tuan Hoe Home Appliances Sdn. Bhd and then manage it.

Education

Universiti Tun Hussein Onn Malaysia (UTHM)

Degree in Electrical Engineering	2007
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CGPA: 3.13

Computer Skills & Other Management Training

- SAP
- Microsoft Office – Word, Excel and Power Point
- Strategic Leadership & People Management Skills
- Accountability
- Leading and Motivating Others
- Fundamental Leadership
- Interpersonal Communication Skills