



Birthdate: 1-9-1977

Availability: Negotiable

Salary: Negotiable

"During the short 10 months period that I have worked with Anan at Vertical Careers, he impressed most with his "go getter" ability and results oriented person. He has the ability to multi task at VCSB such as mapping out and delivering our IT requirements, rallying the team together for marketing events and outreach programs. He took his role very seriously; company's interests came before anything else. Most of all, as the CFO I had great pleasure working with Anan for his appreciation and knowledge of financial matters, despite coming from a non-financial background. His commercial acumen is proven". **Gobi is the Group CFO at Vertical Careers Sdn Bhd**

"I have worked with Anan on numerous occasions sourcing a variety of roles at the senior level. He is always able to find the right talent for the roles needed. He is very well connected and has a very analytical, detailed approach to search. I would recommend him for any role at senior manager level or above in real estate." **Ed Sutton former GM at iProperty(client with Talent Search) currently Director Capital Markets, Knight Frank, Australia**

Summary

- 12 years working experience
- BSc Computer Science [Hons] Uni of Liverpool UK
- Industries: IT, Real Estate and HR
- Speciality: Operations, Marketing, Sales, IT Project Management

Skills

- Powerful communications skills
- Ability to build and maintain networks
- Logical and analytical thinker
- Experienced team member and leader
- Experienced in working with clients and partners across the globe
- Managing teams in several geographical locations

Vertical Careers Sdn Bhd

July 2012 - Present

Position Title: VP of Tech, Operations and Outreach

Talent Search International Sdn Bhd

Aug 2011 – Present

Position Title: VP of Business Development & Operations (sister companies)

Achievements at Vertical Careers:

1. Key team member that was responsible in securing a RM1,000,000 funding
2. Successfully managed the development team in Malaysia and India to develop FinanceJobsAsia.com as the 1st portal for Vertical Careers with limited budget. Managed all external vendors and partners (US, India, Kyrgyzstan) to successfully launch the portal.
3. Process managed the development of the site so that the next portal will be developed in a replication mode with minimal work.
4. Setup the Outreach program from scratch with 4 top private Universities meeting 600 MBA students within 2 months.
5. Brought several local and regional head hunting firms on board FinanceJobsAsia.com

Vertical Careers

FinanceJobsAsia

TALENT SEARCH INTERNATIONAL

Achievement at Talent Search International:

1. Became the Head of Operations for the KL office managing a team of 7 people.
2. Secured iProperty (ASX Listed), Upfront Media SG and Schaeffler Malaysia (German MNC) as new clients and managed current clients who are among GLC's, MNC's and SME's based here in KL.
3. Successfully generated a sales funnel of almost RM700,000
4. Successfully closed several position generating an a direct income of RM200,000 within the first year for the company
5. Redesigned and launched the company website

iProperty Group
Asia's No.1 Online Property Group

SCHAEFFLER

"I have worked with Anan closely since his days as a consultant with V&P. Anan is a go-getter, results oriented and timeline-driven. He is easy to work with once the project goals and scopes are clearly defined; it's just a matter of unleashing Anan to his element to get the job done." **Remakantan CEO of Millenium Substrates Sdn Bhd (former colleague in V&P)**

"Anan's incredible adaptability with potential clients has let him excel in sales. His inexplicable ability to know what the client wants before they tell him makes him makes customers feel comfortable with him. His flexibility also allows him to quickly switch tactics if the customer changes their mind about something at the last minute." **Ahmad Mansarah, Ass Prof. Yarmouk Uni, Jordan (former SVP at iNetmon Sdn Bhd)**

"Anan joined us for the Wisma Kenanga project where we were tasked to increase the value of the building. It was through his diligent audit and planning we were able to execute a building wide upgrade program and successfully increased the value of the building. He is a great team player and always steps up when needed to get the job done. Although we had a Building Manager there but we relied a lot on his abilities to get the job done" **Daisy Chiu, Director of Hall Chadwick Asia Sdn Bhd**



Vriens & Partners Pte Ltd

APCO Worldwide

2008-April 2011

2008-Nov 2008

Position Title: Senior Consultant – Stakeholder Management

Role: Public Affairs with stakeholders, Political Risk Analysis and Mapping, for clients in Malaysia.

The projects that I was involved in:

Vale – the World's Biggest Iron Ore Producer. The company was expanding its footing and operation to the region by setting up a USD 3 billion Iron Ore Distribution Centre in Lumut Perak.

Role: Primary Point Person for Perak where the centre is located

Achievement:

1. Point Person tasked with identifying, building and maintaining relationships with all stakeholder including NGO's, village, district and state government officials from scratch for Vale.
2. Part of the team that guided Vale through the MITI and MIDA processes for Government incentives
3. Involved in the successful negotiation for Vale to acquire site in Perak
4. Planned, organised and executed the community engagement with all stakeholders in Perak with Vale personal from Brazil.
5. Created and maintained reports on identification of potential partners and competition in the region



iNetmon Sdn Bhd (MSC Status)

July 2007 – Jan 2008

Position Title (Level): Vice President Sales and Operations

Achievements :

1. Successfully revamped company solution and created brand identity for products, also revamped marketing, sales and web presence which is still in use.
2. Created a sales funnel of more than RM 800,000 within 6 months
3. Revamped the solution to include latest database technologies and earmarked development goals for the next 2 years with the SVP of Technology.

Hall Chadwick Asia Sdn Bhd

2006 – July 2007

Position Title (Level) : Senior Consultant

Achievement in Wisma Kenanga Project: -



1. Main point of contact at project site for building owner, tenants, contractors and service providers.
2. Managing all Building Service Providers, Contractors and their staff (40 people)
3. Conducting complete audit of the building, planning, managing and executing a reinstatement project.
4. Successfully increased the value of the building for the client and exited as part of the sale process.

During this period I was also part of the sales team selling high end development for the Far East Organization in Singapore successfully selling SGD 6 million worth of high-end condominiums.

"I had the pleasure of hiring Anan for the Jaring Project we had in Malaysia. A real team player who is willing to do anything to ensure the success of the project. He is great at multi-tasking and I will recommend him anytime." **Abdul Razak**
Director of Cadmus Technologies Pte Ltd

"I know Anan since the start of the whole project of RegattaRegatta.com. From scratch he helped to make it a reality. During this period he has demonstrated that he is a very honest and reliable person who knows where he is talking about. We have worked together for years now, he has never failed to deliver what he said was possible to do and did everything in the time given to him. He has shown to be able to think out of the box. Without him RegattaRegatta.com wouldn't be as "rich" as it is right now. Every idea I had, he has made it fit in the site and made the idea work better than expected. He doesn't think in problems, but in solutions." **Sebastian Hopf CEO of**
www.RegattaRegatta.com (client of
Pyrite Connections based in Holland)



"Anan was the Head of Support when I was the Head of Marketing at Profitera. He was a true professional and provided great support in all the events and projects that I managed. A great team player under pressure." **Patrick Archibald**
(former colleague, currently CEO of
Synergy Planners Sdn Bhd)



SOMA Networks - Cadmus Technologies Pte Ltd (SG)

2004 - Jan 2006

Position Title (Level): Technology Marketing Consultant

Achievements with Jaring Project:

1. Successfully identified deployment issues of the solution that created negative feedback and complaints from users on Soma solution.
2. Conducted Sales Roadshow at Tesco Kajang to understand why the current marketing and sales processes were failing and produced recommendations that provided an increase in sales and subscription of the solution by 45%
4. Managed sales agents and supported their sales process to improve sales



Pyrite Connections

2002 - 2004

Position: Founder – after 2004 on Freelance basis providing consulting

Achievements:

1. Project-managed, designed and executed web development for FIABCI (Federation of Real Estate People) Malaysia, Asia Pacific and World. Fiabci World was developed with for the clients based in France remotely here in Malaysia. It was a portal which had 4 different languages and over 500 pages of pure content for each language. It was developed within the stipulated time frame and within budget.
2. Project Managed, Design and Executed web development for www.RegattaRegatta.com for client based in Holland remotely here in Malaysia and India. The premier listing for all Boat Classes and Boat Association in the world in one site covering 85% of the globe. Created a marketing plan which is still in use with little to no money spent on digital marketing



Profitera Corporation

2000 - 2002

Position: Senior Support Engineer

Achievements:

1. Created complete SOP for the support team and backup procedures for all servers maintained
2. Built Exchange Server single-handedly from scratch after the team lead made a mistake and could not rectify problem.
3. Managed and supported over 80 staff over 2 locations with minimal staff and budget. Provided technical consulting to CRM customers.



Extracurricular Activities

Ehsan Ria Condominium Management Council (Perbadanan Pengurusan Ehsan Ria)

Chairman

March 2013 to Present

I have a team of 4 who report to me managing the condominium. I am directly responsible for the wellbeing of 312 owners managing an annual turnover of RM 1.3 million. Since taking over in March of this year we have managed to reduce creditors by 60%, reduced debtors by 20% and improved service levels from all service providers. I am also point-person with all interaction with the authorities and managing relationships with them (MBPJ, State Assemblyman & other Resident Ass.)

Founder of Mobile Monday Malaysia Bhd

Founders of the Chapter here in Malaysia. In 2007 I successfully led a team to Barcelona to bid and secure the Mobile Monday World Congress which was held with World Congress of IT here in Kuala Lumpur in 2008.