

RESUME

PREPARED BY:

**WONG HOONG CHEE
(JIMMY)**



Personal Particulars

Name : Wong Hoong Chee (Jimmy)

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Objective

I am a seasoned pre-sales, marketing and event management professional with solid 20 years of experience.

These knowledge is well honed by my experience of working with several companies in fast moving consumer products and I'm also an event consultant of my own firm.

Being a professional event consultant for the 6 solid years, I've developed many skills as the position is likely to multi task .

Prior to the nature of the position, innovation was one of the main skill I've developed as the functions is to create exhibition new titles and marketing strategies for the attraction of maintaining existing clients and developing new clientele base .

Peers and clients consider me knowledgeable and positive which motivational to personnel at all levels. 3

Professional strengths:

Possess in-depth knowledge of proposal preparation, bid management and collateral preparation.

Possess excellent communication and presentation skills.

Highly skilled in reviewing proposals, managing projects, providing estimates and recommending the best product solutions .

Ability to handle complex tasks and exceed client expectations.

Possess pleasing personalities and question-based selling skills.

Possess excellent analytical and organizational skills
Ability to understand and capture technical as well as business requirements.

Proficient in planning and handling customers .

Goal oriented and ability to handle multiple tasks

Familiar with tools like Microsoft Office, Excel, Outlook, PowerPoint and Word.

Possess extensive knowledge of Adobe Illustrator and Adobe Photoshop.

Professional Experience:

Rina Property – Real estate negotiator. 2012 – present

Sourcing and negotiating with property owners that wanted to sell their property.

Negotiate with property buyers for the best property price

Ensure the owners and buyers are getting the right marketing price of property value

Introduced bankers and lawyers firm to owners and buyers for loan application and signing of A&P agreement.

Prepared tenancy agreements.

Checkers Hypermarkets – Floor operation Manager May 2012 – December 2012

Handled customers complaint and to ensured smooth traffics flow during operation hours.

Checked on expired products

Managed cashiers cash flows and to ensured cashiers computers system well functioned.

Ensured the maintenance functioned smoothly during operation hours.

Professional Experience:

Alfa Impact Event Organizing – Director of Consultant. 2005 – 2011

Developed and redesigned exhibition to meet the goals and objectives of the programs.

Maintained existing clients and developed new clients to ensured of the exhibition fully occupied.

Handled the tasks of conducting research on new title of exhibition and evaluate the specific requirements of customer.

Worked with state government and local councils to strategize program positioning and key benefits of community.

Associated with government departments and NGO to develop and implement effective plans for community.

Developed new ideas to generate huge patrons for the exhibition success.

Handled the tasks of developing exhibition roadmaps and migration strategies.

Worked with suppliers to ensure smooth delivery and implementation of exhibition solutions.

Managing the whole operation during the exhibition period. 6

Professional Experience:

Peninjauan Alam IT & Digital LA21 2006

Majlis Perbandaran Kuantan

Kempen Kesihatan & Keselamatan LA21 2007

Majlis Perbandaran Kuantan

Majlis Bandaraya Ipoh

Majlis Bandaraya Johor Bahru

Majlis Daerah Pekan

Pameran Muzium Lebah LA21 2007

Majlis Perbandaran Kuantan

Ekspo sempena Hari Kitar Semula Kebangsaan 2007

Kementerian Perumahan dan Kerajaan Tempatan

Kempen Kesihatan & Keselamatan LA21 2008

Majlis Perbandaran Kuantan

Majlis Daerah Pekan

Pameran Keanggunan Wanita 2008

Majlis Perbandaran Kuantan

Kempen Menanam Pokok LA21 2008

Majlis Bandaraya Ipoh

Pameran Saintek LA21 MBI 2009 sempena Sambutan Ulangtahun ke-20 Bandaraya Berkembar Ipoh – Fukuoka

Majlis Bandaraya Ipoh

Pameran Pendidikan Aerospace Sains & ICT Peringkat Negeri Pahang LA21 2009/2010

With all the eleven (11) local councils in Pahang

Larian Naga Terpanjang LA21 Kuantan sempena Hari Kanak –Kanak Sedunia 2011 dengan kerjasama

Kementerian Pelancongan Malaysia

Majlis Perbandaran Kuantan

Professional Experience:

Visionaire Marketing – Sole proprietor 1999 – 2004

Developed and redesigned marketing tools and branding of new develop products to meet the goals and objectives .

Handled the tasks of conducting research on new products and evaluate the specific requirements of customer.

Prepared convincing sales presentations to ensured products are user friendly to end users

Associated with Marketing and Sales professionals to develop and implement effective marketing plans.

Handled the tasks of developing product roadmaps and migration strategies .

Educational Summary and Certifications:

SPM Grade 2

Professional Experience:

**CPC / AJI Sdn. Bhd – Sales Executive.
1992 – 1995**

Maintained existing accounts and developed new accounts to achieve sales quota.

Maintained monthly collection before due date.

Introduced latest products and recipes to for the additional choices in clients menu.

Handled the tasks of conducting research on new products and evaluate the specific requirements of customer.

Associated with Marketing and Sales professionals to develop and implement effective marketing plans.

Educational Summary and Certifications:

SPM Grade 2