

John Apoi /John Laing Apoi

No 282, Jalan Senang 1, Taman Bukit Senang, 81400 Senai, Johor, Malaysia.

Email: john.apoi@my.tdk-lambda.com Tel: +60137478899 (Mobile)

Personal Particulars & Preferences

IC Number : 700819-13-5673 / K0279265
Date of Birth : 19 Aug 1970
Age : 43 Years Old
Nationality : Malaysian
Religion : Christian
Gender : Male
Marital Status : Single
Hobbies : Travelling, Fishing and Reading
Language Spoken /Written: English and Bahasa Melayu
Possess Own Transport : Yes
Current Salary : MYR11,000
Expected Monthly Salary : MYR15,000
Availability : Immediately after notice period of 3 month(s)

Educational Background

Bachelor's Degree Of Management (Technology)

Graduated : June 1996

Major : Management
Institution/College : Universiti Teknologi Malaysia (UTM), Malaysia
Grade / CGPA : 2nd Class Honours / 2.90/4

Employment History

1. TDK-Lambda Malaysia Sdn Bhd

1996 - Present (15 yrs)

Position Title (Level)	: November 2009	- Planning / Purchasing Senior Manager
	: July 2007	- Planning Manager
	: July 2005	- Planning Assistant Manager
	: January 2002	- Planning Principal Officer
	: January 2000	- Planning Senior Officer
	: October 1996	- Planning Officer

Specialization : Planning/Purchasing/Inventory/Material & Logistic Management

Role : Management

Industry : Manufacturing / Production

Work Description : ***Purchasing***

- Overall responsibility for the purchasing activities : Sourcing and Procurement, Supply, Costing, Quality and Service
- Materials escalation to fulfill customer demand sudden upside or supplier delinquent. Materials fulfillment to support the design team and customer on NPI and provide upstream BOM costing.
- Negotiates pricing and other terms of purchase
- Recommend allocation of existing and new business within suppliers
- Manage localization sourcing and procurement of raw materials and developing purchasing strategies
- Driving for cost and lead-time reduction with suppliers
- Analyses the forecast/outlook on customer demand on potential of risk (upside/downside) in order to strategy resources. Strike to achieve optimal inventory target in accordance with the Company's strategic objectives and operating requirements

- Responsible/Control for excess/obsolete materials. Regular review on excess materials, do pushing out/cancel purchases order to reduce excess materials to achieve Company's inventory objective
- Establish and implement strategy to ensure long term sustainability and continuity of critical supplies. Collaborate with strategic suppliers to continually optimize the cost, quality standard and delivery reliability of supplies. Develop supplier base to ensure alternate sources of critical supplies to minimize business risks and maintain cost competitiveness
- Implementing KPIs for suppliers to continuously assess and evaluate the overall performance of each vendor through periodic business operations review
- Responsible for conducting supplier visitation for operation assessment, quality checking and control as well as investigation of purchasing and supplying issues
- Management, motivation and continuous development of all subordinate staff

: *Planning*

- Responsible to manage the supply chain process including covering forecasting, order processing, capacity planning, materials planning and customer service to ensure customer requirements are met while ensuring that manufacturing resources i.e. manufacturing capacity, finished goods, intermediate and raw materials stocks, are effectively managed and cost-optimized.
- In-charge of production planning and scheduling, monitoring production performance, monitoring delivery performance and conduct meeting with respective department on related issues.
- Handling all orders from customers, meeting with customers, quotation and forecast. Also, handling of all customers-related issues, like new project/new model, order/forecast, schedule revised and others. Also, involved in new project start-up and handling of project transferred
- Handling sub-contracting activities: scheduling, sub-con contract, issue purchases order and monitor sub-con performance.
- Minimize FG inventory and cost reduction
- Develop and improving existing Baan system to link with lean management and to fulfill customer requirement

Additional Information

Career Objective : To secure a supply chain management position with a dynamic and exciting organization where my business knowledge, experience and skills which will contribute towards the growth and success of the organization.

Personal Strenght

- Ability to work independently with least guidance, take directions and challenges, responsible, fit in and work well with people all levels.
- Time management and problem solving skill.
- Good communication skill and team player

Proficiency Skill (Years of Experience)

- Purchasing and Procurement Management (>2)
- Production planning (>13)
- MRP System (>11)
- Baan ERP 5 System (>4)
- Lotus Notes (>15)
- e-Procurement (>2)
- Microsoft software and other Windows 98' based applications (Microsoft Word, Excel, Power Point) (>13)

Certificates & Extra Curricular Activities

- Certificate of Internal Quality Auditing : ISO9001:2000 Training, 12th & 13th October 1998.

- Certificate of Attendance: Training-Led-Consultancy Programme, 22nd August 2001 ~ 22nd April 2002.
- Certificate of Attendance: Internal Quality Auditor, 6th & 7th March 2002.
- Certificate of Recognition: Board Member of Sarawak Student Representatives, UTM, 1996
- Certificate of Recognition: Executive of Technology Management Association, UTM, 1994
- Certificate of Recognition: Career And Education Fair, UTM, 1993
- Certificate of Participation - Player of College Football Team for Inter College Sport (SUKAM), 1993 - 1995
- Player of UTM Football Team for JB League, 1993- 1995

References

1. Name : Azaddin Mohd Noh
Telephone No. : 07- 599- 3901 ext 849
Position : Senior Manager
Company : TDK Lambda (M) Sdn.Bhd.
Relationship : Working Colleague