21st. July 2014 **RESUME**

1. **Personal Details**

* Name : Gan Thiam Eng
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* Address : 37, Jln BRP 5/3 , Bukit Rahman Putra

Section U20. 40160 Shah Alam. Selangor.

* Tel contact H/P **: 017-2021568**
* Qualification : MCE.
* Date of Birth : 31st, Dec. 1955
* Age : 58 years
* Hobby : Travelling
* Salary Expected : RM 7,000.00

1. **Career 1981 - 2008**

* Position held  **:** State Field Operations Manager
* Company  **:** Japan Tobacco International Trading Co Sdn.Bhd,
* Language Spoken  **:** Fluent in English, Bahasa Malaysia, Hokkien, Cantonese.
* Working experience **:**  27 years working in Japan Tobacco International

Trading Company as State Field Operation Manager covering

all the major state in peninsular and East Malaysia

* Area Covered : K.Lumpur, KlangValley, Pahang, K.Terengganu, Kota Baru, Sarawak, Batu Pahat, Malaka, Seremban, Segamat, Kluang, Mersing, Perak, Penang.

Johor Baru.

**Experience and Skill acquired during my years of service in FMCG industry.**

* 27 Years experience in Sales & Marketing managing FMCG Industry.
* Major role in formulating and implementing sales and marketing strategies for the region.
* I am able to provide a full record of Retailers contacts and information of areas in Klang valley, Negeri Sembilan, Johor, for products launching and execute market penetration to meet business expansion plan.
* Manage sales operation team in a regional area with 2 State District Field Operation Managers, 8 District Sales Supervisors, 15 Trade Merchandising Specialist (TMS), Business Partners. Promoters, Key Accounts, HORECA and 50 Van salesmen covering various retail trades.
* Work closely with Business Partners (Distributors) and Sales Team to expand distribution network in their areas and to achieve Company Business Objectives.
* Work with event Agency to conduct events and organize promotions to enhance brands awareness eg, F1 Pit Party, concerts, Street Party, Road Show, Golf Tournaments, Night Entertainment outlets (NEO), Supermarket promotion kiosk, Organize yearend Recharge Party in strategic areas for promotions.
* Set Annual Plan target for Business Partners / Sales Personnel and managing the monthly target.
* Yearly evaluation of sales personnel performances and incentives.
* IT literacy in all fields and Managing Sales / Marketing/Administration and Logistics operations.
* Attending oversea Business meeting with Business Partners in China, Taiwan, Indonesia, Thailand, Manila and Australia.
* Has established a very good reputation in various fields in relation to the job.
* Managing and appointing contractors for placements of merchandising units in the retail trade.
* Knowledge of signing up space for advertisement purposes.
* Conduct meetings with sales personnel and Business Partners to review business plan on a monthly, quarterly and yearly basis.
* Achieving yearly sales targets and managing distribution numbers from AC Nielson’s Reports.
* Knowledge of re-routing of sales organizations. Conducting explorations to develop new areas for business opportunities.
* Appoint new Business Partners / Wholesalers and setting new office branches for business expansion.
* Have vast business knowledge of territories in Malaysia.
* Good exposure with Malaysian Customs while based in Sarawak for import / export of goods.
* Have attended many in- house training.
* Left Japan Tobacco Int. Co in year 2008. (VSS)

1. **Career 2009-2013**

* Join Delcol United Marketing Sdn. Bhd. as Sales / Marketing & Operation Manager.
* Marketing RO drinking water and water solution business.
* Manage Sales operation, OEM, Tele-Marketing, Logistic, Credit Control & collections. and handling Customer complaints.
* Manage Branch Office in Johor Baru.
* Manage daily Sales/ Distribution and delivery operations.
* Set company objective for business expansion.
* Handling Key Accounts.
* Knowledge and dealing with Ministry of Health department to handle OEM for RO

Water packaging.

1. **Career 2013**

* Join Sin Lian Lee Furniture Sdn. Bhd. as Export Regional Sales Manager
* Handling Export market for Leather Sofas Business covering Asia region and. Europe.
* Handling 6 Key Account in Asia region.
* Handle Furniture exhibitions in Shanghai Fair and MIFF in K.L
* Manage monthly forecasting.

1. **Career 2014**

* Currently I'm attached with Tradepoint Enterprise Sdn. Bhd. as National Sales Manager.
* Managing Sales Team to focus on business growth and products expansion nationwide to meet company objective.
* Covering Malaysia.

Thank you.

Gan Thiam Eng