

# M Fadzil Burhan

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Portfolio: <https://mfadzilb.github.io/Portfolio/>

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## Professional Summary

### Full Stack Developer | AI/ML Developer | Data Analytics Developer | Sales Marketing

**Versatile** and tech-savvy professional with expertise in Full-stack development, Artificial Intelligence, Machine Learning and Data Analytics. Proficient in building robust front-end and back-end applications. Experienced in Azure cloud deployment and developing AI/ML models. Skilled in transforming complex data into actionable insights through advanced data manipulation, querying and analysis. Backed by extensive experience in ICT Sales and Marketing, excelling in customer engagement, channel management and solution selling. Recognized for exceptional leadership, problem-solving, negotiation, communication, and teams collaboration skills. Passionate about bridging the gap between business and technology, delivering impactful solutions, solve business problems and driving strategic measurable success.

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## Skills

### Junior Full Stack/Web Developer (Front-end & Back-end):

- Tools & Technologies: VScode, JavaScript, Java, SpringBoot, React, HTML, CSS, Bootstrap, Restful APIs, Node.js, SQL, Google Suite, Microsoft 365, Postman
- Version Control & Debugging: Git, GitHub, DevTools, IntelliJ IDEA, Replit
- Development Workflow: Scrum, Agile, Sprint, CRUD, Maven, Bash, CLI, Linux

### Associate Artificial Intelligence Machine Learning Developer (Deep Learning):

- Programming: Python, Jupyter Notebook, Kaggle, Google Colab (GPUs)
- Machine Learning: Classification, Clustering, Reinforcement, Deep Learning
- Frameworks & Libraries: TensorFlow, Keras, CNN, OpenCV, NLP (LLM, LSTM)
- Data Science: NumPy, Pandas, SciPy, Scikit-learn, Regression, Random Forest
- Visualization: Matplotlib, Seaborn, Dash, Folium, Interactive Dashboard
- Microsoft Azure: Deployment AI/ML Services, Document Intelligence, Image Analysis
- Other Tools: JSON, APIs, PowerShell, SQL, Anaconda, Web scrapping

### Data Visualization and Analytics Developer

- Tools: Microsoft Power BI, MySQL Workbench, Python, Excel, Google Sheets, Orange Data Mining

### Generative AI

- Tools: ChatGPT, Gemini, Copilot, Meta, Perplexity, Claude, Pop, Canva

### Cloud Computing

- Self-learning AWS/Azure/GCP (public/private/hybrid cloud models, deploy, services)

### Networking & Hardware

- Networking: Wi-Fi, LAN, WAN, VPN, TCP/IP, SAN, IoT, Cat 8
- Hardware: Routers, Switches, Hubs, Servers, UPS, Large-format Printers
- Telecommunications: IP-PABX, VOIP, CCTV, ISDN, Optic Fibre, Mux

## Sales & Marketing Expertise

- **Sales Leadership:** Proven ability to lead high-performing sales teams, consistently achieving and exceeding sales targets through strategic planning and motivation.
  - **Channel Management:** Extensive experience managing superstores, dealers, and key accounts. Skilled in vendor and principal management to optimize partnerships and drive revenue growth.
  - **Customer Engagement:** Expertise in CRM tools and strategies, focusing on customer retention, satisfaction, and long-term loyalty.
  - **Technical Sales:** Adept in selling ICT, IoT, and manufacturing solutions, bridging technical knowledge with client needs to drive successful outcomes.
  - **Solution Selling:** Skilled in designing and delivering tailored technical solutions to address specific client challenges and goals.
  - **Project Management:** Proficient in end-to-end project management, including turnkey solutions, full project installations, and new office setups.
  - **Product Management:** Strategic product management focusing on lifecycle optimization, ROI analysis, marketing roadshows, and promotional activities.
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## Work Experience

### Sales Manager | *LimoXpress (ApplePartyBus)* | 06/2015 – 01/2024

- Founded and scaled a luxury minibus service, achieving \$300K in annual sales.
- Served high-profile clients, ensuring satisfaction and repeat business.
- Developed plans to transition to nautical services (Apple Party Boats).

### Channel Manager | *Grandtech Systems Pte Ltd* | 08/2013 – 05/2015

- Managed \$250K in Ruckus Wireless sales accounts.
- Enhanced product penetration through strategic partner relationships.

### Associate Sales Director | *HSR Realtors Pte Ltd* | 07/2011 – 07/2013

- Led a team generating \$250K in commissions.
  - Designed training programs to enhance sales performance and compliance.
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## Professional Development

### Junior Full Stack Developer Trainee (Front-end & Back-end, capstone project)

*Temasek Polytechnic + Microsoft + Generation (SCTP)* | 11/2024 - 02/2025

### Data and Digital Analytics (Data Visualization, project)

*Bells Tech Institute of Higher Learning* | 11/2024 - 11/2024

### Associate AI Machine Learning Developer (Deep Learning, capstone project)

*NTUC Learning Hub + Xaltius Academy (SCTP)* | 06/2024 - 09/2024

Certification: AWS Introduction to Machine Learning

Certification: Microsoft Fundamental AI Concepts

*Future/next upgrading course (part-time)*

- *(SCTP) Advanced Professional Certificate in Cloud Infrastructure (DevOps)* | NTU
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## Education

- **Diploma in Electronics, Computer and Communication Engineering** | *Singapore Polytechnic*  
*Electives* : Telecommunications, Optical Fiber, Satellite Systems  
*Distinctions*: Structured Programming, Mathematics