

Chia Shanq Yeet

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

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D.O.B: 12 May 1988 | Gender: Male

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40170 Shah Alam, Selangor.



EDUCATION

SYDNEY BUSINESS SCHOOL, UNIVERSITY OF WOLLONGONG

2017-2019

- Master of Business Administration (on-going)

NEXT ACADEMY

Nov 2017 – Jan 2019

- Full Stack Web Development
- Ruby on Rails, JavaScript, JQUERY, HTML, CSS, SQL, GIT, Bootstrap

MONASH UNIVERSITY

2010

- Bachelor of Science (Biotechnology) (Honours) – Full research year by invitation only
- CGPA: 3.75/4.00, First Class Honours
- Receiver of 50% scholarship by Monash University.
- Performed experiments and regression analysis (excel) on various materials (i.e. clay, rice husks) to study the material properties and their respective heavy metal absorptions for pollutant removal purpose.
- Performed optimization work and analysis on the selected material for potential industrial application.

MONASH UNIVERSITY

2009

- Bachelor of Science (Biotechnology) – CGPA 3.13/4.00

TAYLOR'S COLLEGE

2006

- South Australian Matriculation – TER 90.80 (Top 9.2% program wide)
- Receiver of Tan Sri Dato's Cr. Loy Hean Heong Merit Scholarship.

SUBANG JAYA HIGH SCHOOL

2005

- Sijil Pelajaran Malaysia (SPM) – 8As, 4Bs + 1A (GCE O Level English)

WORK EXPERIENCE

THE GREEN UNITER SDN BHD

Selangor, Malaysia

Co-Founder

October 2014 – October 2017

- Heading design and development of an e-marketplace system costing RM70k.
- Lead the development and growth of marketplace supply side.
- Lead the planning and design of operation and customer loyalty framework.
- Responsible for branding, digital marketing and ads related design work on Google AdWords and Facebook Ads.
- Responsible for the strategic planning of business launching, business development, digital marketing, content marketing and social media marketing.

UNIQUE BUDGET SDN BHD

Selangor, Malaysia

Assistance Project Manager

April 2014 – December 2017

- Managed and Completed 3 Infrastructure works for serviced apartment project with total contract value of more than RM17.0mil for **SP Setia Berhad**, currently managing a RM12.0mil health institution project.
- Managing over 35 workers – covering work planning, execution, measurement, control and monitoring.
- Averted a crisis with potential loss of RM1.2mil due to LAD cost of RM40k per day with critical decision making, risk aversion plan and schedule restructuring work.

- Reduced task specific cost and production efficiency, i.e. kerb casting from RM15/meter to RM7/meter, paver block laying from 8 units/day to 14 units/day by implementing new working structure, reporting hierarchy, work monitoring system and reward system.
- Increased number of skilled workers (specific task expertise as compared to general worker) from 20% to over 80% with implementation of mentoring system and leader rewarding system.
- Engaged in the full lifecycle of project management planning, responsible for execution of all tasks described in the project plan, resource planning and allocation and deliverable quality control.
- Responsible for managing and ensuring good communication and information flow between stakeholders.
- Responsible for project management documentation work with compliance to ISO requirement.

UNIQUE ECO SYSTEMS SDN BHD

Selangor, Malaysia

Co-Founder

April 2013 – September 2014

- Successfully won the Malaysia sole distributorship (competing with 4 other applicants) for a direct selling brand, ENJO by **ENJO International GmbH, Austria.**
- Achieved a personal sale of over RM100k within 9 months with startup cost of RM70k.
- Conducted sales presentation to over 350 individuals.
- Speaker on topic of Chemical Free Cleaning at The 4th International Greentech and Eco-Products Exhibition & Conference Malaysia 2013, KLCC.
- The spokesperson for business reporting and planning meeting with ENJO International GmbH.
- Led business development planning and responsible for recruiting and training of sales personnel.

UNITED OVERSEAS BANK (MALAYSIA) BERHAD

Selangor, Malaysia

Account Relationship Manager (promoted to Manager ranking on 1 January 2013) November 2010 – May 2013

- Achieved the top 10 in KPI performance nationwide (more than 90 Relationship Officers) for FYE 2012.
- Managed a portfolio of over 20 SMEs with revenue size ranging from RM40mil to RM200mil.
- Headed the organization of 2 events of annual team building events for area team of over 25 people.
- Built rapport and trust with business key persons of all clients within portfolio.
- Responsible for: client solicitation, client's business requirement elicitation, financial analysis, market research, prepare credit proposal and facilitate financial facilities drawdown and utilization.

MONASH UNIVERSITY

Selangor, Malaysia

Laboratory Demonstrator and Tutor – School of Science

March 2010 – October 2010

- Provided tutoring and lab experiment techniques demonstration to over 80 students.
- Responsible for assessment and grading of student's lab report (contributes to final subject grading)

CONTINUING EDUCATION & PROFESSIONAL CERTIFICATION

- Project Management Professional (Project Management Institute) – (2016)
- Business Relationship Management Professional (BRM Institute) (2016)
- Business Analytics Specialization – University of Pennsylvania, Wharton (Coursera) (2016)
- Business Analysis Practitioner – Business-Analysis-Excellence Pvt Ltd (IIBA Endorsed) (2016)
- Business Analysis Master Practitioner – Business-Analysis-Excellence Pvt Ltd (IIBA Endorsed) (2016)
- The Blue Ocean Strategy Certification – Malaysia Blue Ocean Strategy Institute (2016)
- Mind Mapping Mastery – Udemy (2016)
- Practitioner of Neuro-Linguistic Programming – Asia Mind Dynamics, ABNLP Approved 2013)
- Practitioner of Time Line TherapyTM – Asia Mind Dynamics, ABNLP Approved (2013)
- Language and Behavior Profile for Coaching – Asia Mind Dynamics (2013)

VOLUNTRY, COMMUNITY & LEADERSHIP EXPERIENCE

- Member of Business Network International (BNI) (2013-2014)
- Head of Clubs and Societies - Monash University Student Association (2008)
- Student mentor for Monash University's Induction week (2008-2009)
- Committee of various university events by Monash University Student Association (2007-2009)
- Club & Society Officer for Malaysian Nature Society of Monash University (2007-2008)
- Executive Committee of Disciplinary Board – SMK Subang Jaya (2005)
- Discipline Officer of Scout Movement SMK Subang Jaya (2005)
- Executive Committee of Peer Counselling Club SMK Subang Jaya (2005)

OTHERS

- Fluent (Spoken and Written) in English, Mandarin, Bahasa Melayu and Cantonese.
- Programming skills: Ruby on Rails, JavaScript, JQUERY, HTML, CSS, GIT, Bootstrap.
- Proficiency in Microsoft Office.