

MUHAMMAD WILDAN BIN ABDUL HAMID

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OBJECTIVE

Currently seeking a challenging opportunity within a dynamic firm which will offer early responsibilities, and the opportunity to develop practical skills

EDUCATIONAL BACKGROUND

2012 – 2015

UNIVERSITY OF HERTFORDSHIRE
BA (Hons) In Business Administration
(Graduated with 2nd Class Honours)

2010 – 2012

INTI INTERNATIONAL COLLEGE SUBANG
Diploma In Accounting

EMPLOYMENT HISTORY

Jan 2017 – Current

ServiceSource International Operations Services Senior Associate
Responsible in day to day business operation (Supporting EMEA)
Processing Purchase Order and generate quotation for F5 Networks (Client)
Liaise with F5 networks distributors and Partners
Generating sales quotations, using client-specific database and Financial systems
Generating booking packages within Client and Internal systems
Ensure the integrity of client and internal information in database, financial, and CRM systems
Manage external and internal queries in a professional, client-orientated manner
Checking the data integrity of purchase orders and invoices

Sep 2015 – Jan 2017

Lenovo Malaysia Bid Management (ASEAN Focal)
Responsible in processing Server System-X bids upon request from Business Partners in the ASEAN region including Malaysia, Vietnam, Philippines, Indonesia, Cambodia and Singapore
Determines the margin of profit from each sales based on the requested price and the end user price
To identify whether the Tier 1 Business partner is belongs to which channel. There are two types, distributor or reseller.
To ensure the bid is direct bid or indirect bid. Once confirmed, need to ensure that the customer belongs to global account or not.
Liaising with Lenovo's technical team constantly to ensure that the requested part number is available and not EOL
Drafts reports on processed bids to be submitted to Lenovo's higher management on a daily basis
To ensure that the Nutanix deal is being register and follow up on the progress of the Nutanix deal and inform the sales team on the progress.

Jan – March 2014	TYPO Setia City Mall Sale Assistant
May – Aug 2010	Personal Math Tutor Specialised as an individual tutor by simplifying math concepts while coaching students to think critically to solve problems
Dec 2007 – March 2008	Mathematic Instructor at KUMON Mathematic Centre Conducted comprehensive test review sessions which contributed to an increase in students' grades Grading and documentation of mathematics worksheet Instructed primary school students primary mathematics

PROJECTS

Delta Project (SAP)

Piloting the SAP CRM system

To ensure that the system will not have any failure in any type of contract or agreement process and to ensure that the system is able to received various kind of Part number at various quantity

To update all the process in the QC system and to submit report on every process to Business Transition

IT Team (BTIT)

To analyze every type of the configuration is able to be upload in the SAP system. For example, CTO type of configuration or X-Config type of configuration. And at the same time to ensure the sales type whether it is a direct or indirect sales.

Need to work closely with IT, Technical Team, Sales Team and Finance team to ensure that the system to work smoothly and according to plan

During the testing I have to make sure that the Quote is able to convert to Opportunity and lastly to be convert to Contract or agreement before we load the servers to our customer via Business partner or directly.

To use Sales Force (SFDC) to create quote in the CRM system. To check the files uploaded in the SFDC are successfully uploaded.

OPRA Sunset

Responsible in shifting from OPRA system to Manual process in order to reduce time consuming Involved in Beta Tauri (New System) from Lenovo for Supply Chain

Employer Relation Project – PADINI Holdings

Involved in resolving issues pertaining to Padini's retention rate

Managed to give input to PADINI to overcome their retention rate problem Analyze on the reason why there was a high turnover

ACHIEVEMENTS

Assistant Manager to Football Club BolaBall FC

Majlis Sukan-Sukan Daerah (MSSD) (SMK Bukit Jelutong Soccer Team 2007) Sprinter 2003-2006 (Champion in 2005) (SMK Bukit Jelutong)

MSSD Bowling Champion 2002 (SK Sri Subang) School Prefect (SMK Bukit Jelutong)

SKILLS AND STRENGTH

Business Skills

SWOT Analysis, PEST Analysis, Porter's Five Forces, BCG Matrix

Interpersonal

Great sense of humor, good team player, confident and charismatic, high enthusiasm in learning new skills, leadership skills, extrovert and punctual

Computer Skills

CRM atlas, Oracle's E-Business Suite (EBS), OPRA (IBM Lotus Notes), ePricer (IBM System), RD Customer (IBM System), SAP (CRM), Salesforce (SFDC), Microsoft Words, Microsoft PowerPoint, Microsoft Excel

INTERESTS

Sports particularly golf, badminton, marathon and football

Cars and superbikes enthusiast

Stand-up comedy

Coffee Lover

Oldies music

Frequent traveler

REFERENCE

Mohamad Hafiz bin Mat Rashid

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