



MUHAMMAD SYAMIM BIN ZAINAL

ENGINEERING BUSINESS MANAGEMENT

Contact

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-  Muhammad Syamim Zainal (Linkedin)
-  Ipoh, Perak

Computer Skills

- Visual Basic Studio
- SPSS
- Oracle
- HubSpot

Education

- 2019 - Graduated with a degree from Malaysia Italy Design Institute (UNIKL)

Reference

- Ms. Anne Peter
(Human Resource)
- Ms. Komathi
(Supervisor)
- Ms. Hilda
(Academic Advisor)

The mobile numbers will be shared upon request

About

Experienced coordinating manufacturing operations of the finished goods department to optimize production. Team builder who is acutely attentive to management and customer needs. Next, experienced marketing and business development with the government and private company to propose quotation and secure contract to make a revenue for the company. Track record of being an essential part of the management team and instrumental in providing effective solutions that produce immediate impact and give for the establishment's long-term success. I look forward to aspiring my professional ability by communicating and work with people in a responsible position that will be an asset to my employer, community, and nation.

Experience

Graduate Trainee Supervisor (Shift) - Contract (November 2020 - April 2021) II-VI Incorporated (Ipoh, Perak)

- Achieved 100% on-time shipments by reorganizing operational workflows for working shift.
- Conducted routine inspections of incoming materials to check the quality and ensure follow the specification
- Experienced ISO audit and accomplished a 95% Q2 target set by managers.

Business Development Executive - Contract (January - March 2020) ATCEN SDN BHD (Petaling Jaya, Selangor)

- Created strategic and tactical sales initiatives for forward planning to meet key objectives using Hub Spot.
- Performed research to uncover potential target areas, markets, and industries using 4P.
- Negotiated and closed long term agreements that contributed 5% sales revenue in the first quarter with new clients such as Axiata, UEM Edgenta, Karangkras, UNIKL

Supervisor (Normal) - Internship (January - June 2019) II-VI Incorporated (Ipoh, Perak)

- Managed to complete 6 months of on-job training within 3 months ahead of the scheduled plan.
- Involved in corporate social responsibility twice as a committee for logistics equipment.
- Managed and worked with 3 shift operators respectively to execute tasks given by planner/inside sales/PE engineers and shipping team.

Leadership

2018 |Exco Gifts, Logistics and Reception in Grand TVET Debate Championship at UNIKL MIDI| (National)

- Annual debate championship for all IPT/IPMA.
- Secured the quotation deal of RM 18,000 with the supplier on the minimal budget for food, beverages, medals, and trophies involved 48 teams around Malaysia IPT/IPMA.

2016-2017 |Student Representative Council of Exco Sport| (Campus)

- Organized football league with 20 teams participated from KL areas.
- Organized futsal open championship for all Malaysian students in all Kuala Lumpur Universities with 48 teams participated in the event.

2016 |Event Committee for Free Market 1.0| (Campus)

- Pioneer committee members for the free market, which involved food/beverages and used items to sell to students and the money goes to the charity club.
- Managed to find funders from NSK, Gardenia, Mamee, Milo, and KUPTM/UNIKL staff for the charity event.

Final Year Project (January 2018 - December 2018)

Productivity Improvement At American Air Filter (AAF)

- Experienced in dealing with top-level management and engineers to assist my project
- Dealing with real products and managing the main cause of the defects affecting the product.
- Learn to discipline with time to obtain successful results as the schedule been set by management.
- Used Pareto chart, Fishbone, and 5W1H to solve the defect.
- Increased 10% of the total production and reduced defects found after the project completed.