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**MOHD AFIF BIN ROSLAN**

**PERSONAL DETAILS**

I.C Number: 840110-04-5069

DOB: 10th January 1984

Nationality: Malaysian

Address: No. 95, Jalan SS19/5B

47500, Subang Jaya

Selangor Darul Ehsan

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**Objective**

Seeking for a career in related field with applying qualification experiences in a strong, forward thinking company especially in marketing and technical.  
  
**Summary of Qualifications**

9 Years experience in sales and marketing division for oil and gas, telecommunication and other engineering related field. Familiar with a variety of software including Microsoft Office, C++, Electronic Workbench, AutoCAD and Portel PCB design.

Familiar with field job either installation or service and knowledge in office management and data entry.

**Employment History**

**Nera (Malaysia) Sdn Bhd**

**Account Manager , August 2013 - Now**

* Maintain and create the relationship with the client especially for the oil and gas market
* Take a lead on the Project Team regarding the commercial matter of the project.
* Assist the BU in the tender preparation.
* Create the relationship with vendor and sub-contractor to get the quotation and negotiate for the best price.
* Create the annual forecast and to ensure the target achieve as per forecast.

**Completed Project**

* Shell D12-Laila Telecommunication Package
* PCSB-MMHE Kinabalu NAG for PABX , PAGA and DMR Package
* DMR and Meteorology Ocean Project For UTP Widuct
* Lundin – Bertam Telecommunication Package
* Talisman BOA-BRA DMR Link
* Petronas Maintenance Bukit Jerung – Resak.
* Talisman PTP Radio at KNDP-A and various barge.

**Training**

* Microsoft Excel In-House Training
* Nera DMR Evo Xpand In House Training
* PTP Radio Training with Neratel Group at Bangkok

**EP Sinar (M) Sdn Bhd**

**Sales Executive , March 2011 – August 2013**

- Set an appointment, meet up customer and present the product related in Electrical and consumable product

- To ensure target to be achieve which being forecasted per annum.

- Main target to market on Oil And Gas EPCC Company such as Sapura Kencana, Tabung Haji Heavy Engineering (THHE) and Offshore Vessel company.

- Beside that, I also target for other scope of business like TNB abd Education.

- Meet The related person especially engineer and procurement to get the order and close the deal.

**Completed Proect**

* Supply And Delivery the Consumable Item for Petronas Gas Ranhill Worley Lekas Project
* Supply the consumable for TNB Engineering and Gagasan Offshore Barge Consumable

**Training**

* In house product training for Fluke, MSA, Hubell Victor Lighting, Hawke and Killark

**Exact Analytical Sdn Bhd  
 Sales And Application Engineer, Aug 2008-March 2011**

- Set an appointment, meet up customer and present the product related in gas detector and

analyzer - To ensure target to be achieve which being forecasted per annum

- Doing technical job like calibrate the gas detector, doing technical drawing for site specification and support the project documentation.

- Target the end-user especially in Oil and Gas end-user (Petronas, Shell, Exxon Mobil ) to make a deal with them either local buy or project which related with the product

- Meet the person which related in the field especially instrumentation engineer which related with product

- Meet Head Procurement for every Oil and Gas and Power division in the terms of commercialization and to make sure they have a keen interested for make a deal and purchase it.

**Training**

* In house product training for Honeywell BW Gas Detector and Bacharch

**Three OPP (M) Sdn Bhd  
Sales and Technical Executives, Dec 2006 – July 2008**

- Set an appointment, meet up customer and present the product related in fiber optic product and accessories.

-To ensure for target achieving per annum where the sales breakdown and booking being presented every weekly meeting

- Normally make a visit to each State Procurement in Telekom Malaysia for commercialization purpose and easily to get deal for local order in each states.

-Support the technical job especially installation of Multi Purpose Optical Cabinet (MPOC), laying fiber cable in TM exchange and support customer field job especially PERNEC project where the company supplied power system for DLC Cabinet System especially to meet the technical purpose for exchange rectifier program.

- Supported the other staff especially make documentation for tender participation.

**Completed Project**

* Supply the rectifier Tyco CPS2000 for TM-PERNEC NEC DLC project.

**Expected Salary**

MYR4000.00 - MYR4500.00 ( Negotiable )

**Education**

**Kolej Kemahiran Tinggi MARA, 2006**

Higher National Diploma in Electronic Engineering

CGPA : 2.35

**Sekolah Menengah Kebangsaan Subang Utama, 1997 – 2001**

Sijil Pelajaran Malaysia

**Other Certificates**

**Advanced Manufacturing Institute, 2006-2007**

INSEP Profesional Certificate In Opto-Electronics and Photonics

**References**

1. Choy Ngai Foong

Asst General Manager

Exact Analytical Sdn Bhd

012-3661377

1. Mohd Nur Fatah

Project Engineer

Three – OPP(M) Sdn Bhd

012-9559791

1. Kamarudin Bin Ismail

Sales Manager

EP Sinar (M) Sdn Bhd

013-3533246

1. Johanis Bin Abdul Rahman

BU Manager

Nera (Malaysia) Sdn Bhd

016-2013990

1. Amelia Binti Arifin

HR Manager

Nera (Malaysia) Sdn Bhd

03-55690233