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FALCON ID # 57699

Telecommunication / Business Development Manager

Residential Country : Malaysia Nationality : Malaysia
Resume Title : Business Development Manager Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Diploma	Kolej Profesional Mara Indera Mahkota	2011	Malaysia
Graduate	University Of Glamorgan	2012	United Kingdom

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Business Development Executive	Qirana Maju Group Sdn Bhd	Malaysia	01/2013	02/2015
Business Development Manager	Reputed Company	Malaysia	03/2015	06/2019

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Skills

Intermediate Product Marketing,Product

Management,Sales And Marketing Management,Brand

Management,Marketing And Advertising,Business Development

Additional Information :

Experience :

years of total experience

Mar -Jun

years months

Business Development Manager

Reputed Company|Melaka,Malaysia

Industry Specialization Role

Position Level Monthly Salary

Computer/Information Technology (Software)

Marketing/Business Development

Business Development Manager

MYR ,

Added revenue generating photography outlets that operate in Malaysia, Singapore, Indonesia, Vietnam and Japan in last four () years

Responsible and accountable for the coordinated management of multiple related projects directed toward strategic business and other organizational objectives.

Identified and strategies new business entity called Fodegraf International to

support Going Global Program

Exceeded monthly, quarterly, and annual sales quotas set by management

Assisted in the negotiation and closing of deals with key clients such as Langkawi Cable Car in Langkawi, Universal Studio in Singapore and The Ba Na Cable Car in Vietnam

Jan -Feb

years months

Business Development Executive

Qirana Maju Group Sdn Bhd|Kuala Lumpur, Malaysia

Industry Specialization Role

Position Level Monthly Salary

Computer/Information Technology (Software)

Marketing/Business Development

Business Development Junior Executive

MYR ,

Strategically organized and coordinated with Managers new business trends to develop new services, products, and distribution of channel including the enhancement of the new D Photography Product and Photo Processing Software

Chosen by senior leadership to develop and deploy a new Business Development model, leading to more than % team headcount growth in the first year

Using CRM (Salesforce) to increase sales, improve sales forecasting, and enhance account tracking on new and existing clients.

Build credibility, establish rapport, and maintain communication with corporate and governmental clients at multiple levels