

Alexander Ho Guan Soo

Business Development Specialist

Reason for leaving : Employment contract for 2016 ended. Open to opportunities in Marketing, Business development & Operations.



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Bayu Puteri Petaling Jaya, Malaysia

Work Experience

12/2016 - Present

Uber Driver Uber

1/2016 - 11/2016

KL, Malaysia

Senior Business Development Executive Tribehired sdn bhd (contract role)

Online IT market place - Aims to revolutionise hiring process

Tasks/Achievements

- Attained monthly quota set consistently. Best record - 25% of company total sales revenue
- Promoted to senior business development executive after 6 months joining company
- Pitched to possible new business partners. Gained insights on clients requirements
- Converted disgruntled customers to most loyal customer, personally managing 45 companies
- Involved in the full cycle of hiring from sourcing to placement in IT & E commerce companies.

5/2015 - 12/2015

KL, Malaysia

Sales & Marketing Executive

Hallmark Apparel (Left because company shut down)

Hallmark is a textile company specializing in making uniforms for corporate & public sectors

Tasks/Achievements

- Pitched & cold call to customers to grow existing pipeline
- Presented fabrics for customer to choose for company uniform
- Followed up on post sales to ensure completed goods are delivered on time

3/2014 - 4/2015

KL, Malaysia

Inside Sales Representative

Hewlett Packard (HP)

Tasks/Achievements

- Exceeded annual target assigned by 63%; resulting in total weighted performance of 163% (PC & Printer)
- Oversaw the requirements of PC & printers demands in Victoria Australia
- Built strong relationship with corporate & public sector clients, to ensure highest level of satisfaction & profitability
- Lead generation, Pipeline Management, Sales Forecasting

Education

7/2010 - 7/2013

KL, Malaysia

Bachelor Degree in Finance & Banking

Monash University Sunway Campus

Courses

- Double Major in Economics & Finance

Skills & Competences



Languages

English
Native or Bilingual
Bahasa
Native or Bilingual

Mandarin
Native or Bilingual

Interests

Swimming | Reading (Marketing, Sales, Finance) |
Attending business conference & seminars