

Name : Nur Farah Farhana binti Ahmad Nasri

Staff id : 8478

Salary Review Commercial Staff to Top Management

Please attached:

- Latest Resume with Pictures

Please answer:

1. When and how long I am working with GAM?

- started on 3rd January 2023 as protégé and continue as staff on 1st September 2023 until now (1 year 8 month)

2. What is my role in Commercial Department?

- Commercial in charge (CIC) for JBPM team

3. Am I involved in business development of GAM, if yes please list.

Currently at this moment, I'm involving in Over and Above project under A109E, AW139 and AW189 JBPM contract. These are the list of business development that I'm involved with GAM:

- i) Procurement of Avionic Upgrade for JBPM A109E in July 2024
- ii) Procurement of Leo Foam Bambi Bucket Generator from Spain for JBPM
- iii) Procurement of Aircraft painting for A109E & AW139 (9M-BOB, 9M-BOC & 9M-BOD) in 2023 & 2024 with One Transaviation Painting Sdn Bhd and Excel Generation Maxima Sdn Bhd

4. Am I involved in GAM activities outside my workscope (trade fair, volunteer etc)

Yes.

- Committee in Defense Services Asia (DSA) 2024
- Part of organizer/ Emcee for MOU signing GAM with Traka 2024
- Part of organizer/ Emcee for MTAT visit to GAM 2024
- Committee for Annual Golf Tournament by Galaxy Golfer Club (GGC) 2023 between Government and Private agencies.
- Part of organizer/ Emcee for Type -Rating AW189 Closing Ceremony 2023
- Committee in SAS 2023
- Committee in LIMA'23

5. What is my proud achievement throughout my career with GAM?

- Involved in AW189 JBPM Tender as committee
- Negotiation regarding to penalty KPI in contract with JBPM officers.

6. What is my career inspiration with GAM?

- My career inspiration with GAM is my curiosity in Aviation Industry. Previously, my background study was not in aviation industry but once I'm involved in GAM, day by day my passion towards this industry blossom. I'm

also keen to develop my skill towards technical scope. And I wish I could be both good in technical and commercial side.

7. If there is increment how much % from the current salary am I expected?

- I appreciate your consideration of my salary increase request. Typically, for annual performance reviews, the adjustment range is between 20% and 25% of my current salary (RM3100). I feel that a 25% increase would be fair. I am open to discussing the specific benchmarks or expectations related to the role and company standards to ensure we are on the same page.

Nur Farah Farhana Ahmad Nasri



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• <https://www.linkedin.com/in/nur-farah-farhana-361323214/>

Teamwork | Multitasking | Attention to Detail

Motivated and results-oriented Commercial Executive with under 2 years of experience and proven ability to support revenue growth through client relationship management, and strategic planning. Eager to contribute my skills in data analysis, project coordination, and strategic execution to a forward-thinking team at Galaxy Aerospace where I can grow professionally and contribute to the company's success.

WORK EXPERIENCE

Commercial Executive

09/2023- Present

Commercial Executive Protégé

01/2023- 08/2023

Galaxy Aerospace- Ara Damansara, Petaling Jaya

- Overseeing two (2) government contracts which is Power by Hour (PBH) agreement valued at MYR 98.9 million and MYR 59.2 million
- Commercial In - Charge for JBPM Helicopter. Manage to submit monthly claim of JBPM before 5th every month without failed
- Responsible for reporting, invoicing, and coordinating with both internal departments and external entities
- Maintaining a good working relationship concerning the scope of work with engineering and operational officers of the Jabatan Bomba dan Penyelamat Malaysia at PUWT and HQ Putrajaya
- Responsible in handling event involving client around the world

Replacement Teacher

SMK SAINS Rembau - Rembau, Negeri Sembilan

07/2022-09/2022

SK Kampung Batu - Rembau, Negeri Sembilan

10/2022-11/2022

SMK Dato Abdullah- Rembau, Negeri Sembilan

07/2018-08/2018

- Teaching science for primary and secondary school
- Manage timetables and classes, plan student learning syllabus, and manage programs organized by the school
- Enhanced student learning by optimizing wide range of instructional approaches and innovative classroom activities
- Based on the teaching experience, gained leadership, communication, multitasking, teamwork, time management, critical thinking, and patience abilities

Product Development Engineer Trainee

Progressive Impact Technology - Bukit Jelutong, Shah Alam

10/2021-19/2022

- Responsible to develop new product that consist of research of product requirement
- Develop new product that consist of research of product requirement to get the cost effectiveness for the current product and monitor product certification process

- Exposed with APQP process, ISO 9001: 2015 quality management system, Capex, MiQEN software that been used by ISKRA product, and remote terminal viewer software that develop by Foxboro used Scada as well as documentation
- Improve communication, teamwork, and problem-solving abilities during testing in accordance with major client, TNB and site visit in TNBD KLCEC for upgrading new firmware version in transducer

EDUCATION

[Universiti Teknologi Mara] 2018-2022 - Shah Alam,, Selangor
 Bachelor of Science (Hons.) Industrial Physics
 CGPA: 2.84

[Universiti Teknologi Mara] 2015-2018 -Tapah,, Perak
 Diploma in Science
 CGPA: 2.72

ACHIEVEMENT

Galaxy Aerospace – Ara Damansara, Petaling Jaya **2023- 2024**

- Appointed as Schedule of Compliance (SOC) writer for '*Perkhidmatan Penyelenggaraan dan Bekalan Alat Ganti 1 unit Helikopter AW189 milik JBPM*' tender
- Managing the schedule during the DSA 2024 aviation event to ensure smooth operations throughout
- Part of organizer/ Emcee for Maktab Turus Angkatan Tentera (MTAT) visit to GAM.
- Committee for Annual Golf Tournament by Galaxy Golfer Club (GGC) 2023 between Government and Private agencies
- Part of organizer/ Emcee for Type -Rating AW189 Closing Ceremony
- Committee for aviation event at LIMA 2023
- Committee for aviation event at SAS 2023

SKILLS AND LANGUAGE

Microsoft Word	English - Fluent
Microsoft Excel	Malay- Native
Microsoft Powerpoint	German - Beginner
C++ Software	
Arduino Uno	

REFERENCES

- Nik Mohd Fareez bin Auddin,
 Commercial Manager Galaxy Aerospace (M) Sdn Bhd,
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 Phone: +60193893090
- Muhammad Mu'iz bin Noor Azmi,
 Commercial Controller Galaxy Aerospace (M) Sdn Bhd,
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