

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?

Protégé: 1 July 2022 – 31 January 2023

Commercial Executive: 1 February 2023 – Current

2 years

2. What is my role in Commercial Department?

I am a Commercial Executive that handle all general aviation clients & contracts

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

Yes, I am currently involved in preparing and submitting proposals to potential clients to appoint us as CAMO & AMO contractor. Furthermore, I have successfully convinced various client such as YTL, JAG, Unitara Resources, Kihuat Timber, Weststar & etc to appoint Galaxy as their CAMO & AMO contractor.

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

Yes, I am involved various activities such as:

Committee for Defence Services Asia Exhibition and Conference (DSA) 2024

Committee for AW189 Type Training Closing Ceremony 2023

Committee for GAM Golfers Club (GGC) 2023

Committee for Selangor Aviation Show (SAS) 2023

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

To be a part of the general aviation team that contribute to the sales of RM 4.3 million in 2022 & RM 6.5 million in 2023

6. What is my career inspiration with GAM?

As an aerospace engineering graduate, it is an honour to be working while learning about the latest update of the aircraft that is currently used in the market.

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

From my research on the current industry for commercial executive, the estimate and average salary is around RM 3.6k to RM4.1k. Based on this research, with my experience and contribution to the company, I would humbly request an additional 45% increment if there were to be an increment from my current salary.

Current salary (with allowance): RM3100

Expected new salary: RM4495

AHMAD AMIRUL HAZIM BIN AHMAD SUHAIRI



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OBJECTIVE

An engineering graduate with commercial executive experience and keen to gain new knowledge in order to improve. Work wells with others and able to adapt to any situation given. Eager to contribute to the company with my skills and knowledge.

WORKING EXPERIENCE

Galaxy Aerospace (M) Sdn Bhd (GAM)

(July 2022-Present)

Commercial Executives

- Prepare and send out RFQs to suppliers and vendors. Negotiate with suppliers to secure the best possible terms.
- Prepare and send accurate and competitive quotes to customers.
- Create and issue purchase orders based on approved quotations and sales orders. Monitor and track POs to ensure timely delivery of goods and services.
- Generate and send invoices to clients based on the services provided or items delivered.
- Update and maintain the sales and margin record dashboard for general aviation projects.
- Work closely with finance to ensure the data is correct and accurate.
- Work closely with engineering and procurement teams to collect the man-hour data and products use in the related projects.
- Handle and monitor for all general aviation contracts.
- Build and maintain relationships with clients and prospects and maintain professional networks.

Bootsmania

(December 2020-June 2022)

Sales Assistant (Full time)

- Greeted customers as they entered the store and provided assistance as needed.
- Assisted customers in locating products and answered their inquiries about product availability and promotions.
- Handled cash transactions, including processing payments, issuing receipts, and providing change accurately.
- Stocked shelves, racks, and displays with merchandise, ensuring products were neatly arranged and adequately replenished.
- Manage and create a content to promote the company products accounts on social media platforms such as Facebook, Instagram & TikTok.
- Respond to customer inquiries and comments in a timely and professional manner.
- Assist in the updating and adding the products in the company website.

Aerospace Composite Malaysia Sdn Bhd

(June 2019-August 2019)

Process Engineer (Internship)

- Assist the process engineer at the waterjet and 5-axis machine. testing and monitoring equipment, updating and develop the current processes procedure, and conducting risk assessments.

7 Eleven, Sales Assitant

(November 2014-January 2015)

Sales Assistant (Full time)

- Greeted customers as they entered the store and provided assistance as needed.
- Assisted customers in locating products and answered their inquiries about product availability and promotions.

- Handled cash transactions, including processing payments, issuing receipts, and providing change accurately.
- Stocked shelves, racks, and displays with merchandise, ensuring products were neatly arranged and adequately replenished.

EDUCATIONAL BACKGROUND

International Islamic University Malaysia (IIUM) (2016-2020)
 Bachelor of Engineering (Aerospace Engineering) (2016 – 2020)
 CGPA: 2.90

Centre For Studies International Islamic University Malaysia (CFSIIUM) (2014-2015)
 Foundation of Engineering & Computer Science (2014 – 2015)
 CGPA: 3.37

PARTICIPATIONS

Committee for Defence Services Asia Exhibition and Conference (DSA) (2024)

- Regularly check the food area and beverage stations to ensure it is clean. Keep an eye on food and beverage levels, ensuring they are replenished regularly to avoid shortages during the event.
- Monitor waste bins to ensure they do not overflow, and that waste is disposed of correctly
- Monitor the flow of guests to avoid congestion around food stations. Arrange tables and serving areas to allow smooth movement and access.

Committee for GAM Golfers Club (GGC) (2023)

- Guide and show the attendees the location of the parking. Reserve parking spaces close to the venue entrance for VIP attendees.
- Arranging transportation for collection of the winning prizes and delivery to the event.
- Assisting in buying drinks for the event and monitoring the consumption of the beverages during the event.
- Assist attendees to their table and monitor the food to ensure the food is regularly replenished.

Committee for AW189 Closing Ceremony (GGC) (2023)

- Guide and show the attendees the location of the parking. Reserve parking spaces close to the venue entrance for VIP attendees.
- Monitoring, welcoming and assisting attendees in the event.

Committee for Selangor Aviation Show (SAS) (2023)

- Assist in setting up the booth for the event.
- Promoting our company to recruit fresh graduates.
- Assisting in selling the company merchandises at our booth.

Volunteer for Inter-Kuliyah Sports (KUSEF) (2016)

- Assist in setting up sports equipment, signage, and other event materials and ensuring that all equipment is properly stored, and the venue is clean.
- Assist with the registration process for participants, including verifying information and distributing event materials.
- Assist referees and sports officials with the organization and coordination of games, including timing, scorekeeping, and equipment management.

PROJECT

- Final Year Project - Simulate a wing with winglet** (2019)
- Simulate wing with winglet for UAV using ANSYS
- Fatigue and Fracture Project - Crack propagation and lifetime estimation** (2019)
- Estimate the lifetime and crack propagation using ANSYS
- Integrated Design Project (IDP) - Dough Cutter** (2018)
- Design a portable dough cut
- Programming Project - Coding a game** (2017)
- Design a game using basic C++ coding
- Engineering Drawing Project - Pliers** (2017)
- Design a pliers by using SolidWorks

COURSE ATTENDED

- Electrical Wiring Interconnection System (EWIS) - Initial** (2024)
- Mass & Balance Procedure** (2024)
- Microsoft Excel - Intermediate** (2023)
- Safety Management System (SMS) - Initial** (2023)
- Aircraft General Familiarisation - Airbus AS365 N3** (2023)
- Safety Management System (SMS) - Awareness** (2022)
- Air Legislation Initial** (2022)

ACHIEVEMENT

- Achieved RM 6.5 Million Sales for General Aviation projects (2023)
- Achieved RM 4.3 Million Sales for General Aviation projects (2022)
- Achieved RM 1 Million Sales (Biggest Sales in one year) (2021)
- Top Plusselling Contribution (PSP Programme 'November Specials') (2014)

SKILLS

Software: Microsoft Office (Intermediate), Solidwork (Intermediate), C++ (Intermediate) and Aeronet (Intermediate)

Language: Bahasa Malaysia (Native), English (Intermediate)

REFERENCES

Nik Mohd Fareez Bin Auddin

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