

Aiman Ali

Federal Territory of Kuala Lumpur, Malaysia

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Summary

10 years of working experience in sales, business development, and regional portfolio management spanning across multitude of industries as well as effective in stakeholders' engagement and knowledge in sustainability, digital, and accounting to excel in new role.

Education

Universiti Malaya, Kuala Lumpur, Malaysia **2018-2021**
Master of Business Administration (MBA) *CGPA: 3.42*

- Relevant project: Exploratory study against the backdrop of COVID-19 on corporate Malaysia specifically on its absorptive capacity to whether the Volatile, Uncertain, Complexity, and Ambiguity (VUCA) period and the effect to its organizational (non-financial and innovation) performance.

University of New Brunswick, Fredericton, Canada **2009-2013**
Bachelor of Science in Chemical Engineering (BSc.) *Result: Second Division*

- Relevant project: Feasibility study to retrofit one existing boiler unit to operate in conjunction with a new 102 MWe gas turbine as a 452 MWe natural gas combined cycle the NB Power Coleson Cove site.

Taylor's University College, Selangor, Malaysia **2008-2009**
International Canadian Pre-University (Diploma) *Result: 80%*

- Relevant courses: Business Leadership, Chemistry, Advanced Functions, Physics, Calculus and Vectors.

Certification

Chartered Institute of Management Accountant, UK **2022-Present**
Chartered Global Management Accounting (CGMA) *On-going*
CGMA Dip MA *Passed*

- Relevant courses: Budget and Cost Analysis, Finance Reporting, Digital Finance, Team Performance Management, Financial Planning and Analysis, Financial Statement Analysis

British Standards Institution, UK **2023**
Greenhouse Gases Professional, Practitioner Certification *Result: Passed*

- Relevant courses: ISO 14064-1:2019, ISO14064-2:2019, ISO14064-3:2019, ISO14067:2018, and PAS2060:2014 (adopted as ISO14068-1:2023 in November 2023)

Experience

British Standards Institution **Kuala Lumpur, Malaysia**
Client Solutions Manager, Asia Pacific *2023-Present*

- Perform competitors' analysis, market research on emerging trends and APAC countries' regulations to advise leadership team of the go-to-market strategy and successfully secure x5 blue chip clients.
- Forecast sales using time-series analysis, deliver sales training, calibration calls, and periodic update with leadership team to manage and monitor region's performance to become #1 region within the group in FY2023.
- Conduct price benchmarking, develop regional countries price book, improve sales process, and configure company-wide sales platform to enable the region undertaking commercial activities of new solutions in 2024.
- Develop FY2025 business plan, contribute to budgeting process, manage digital and sustainability portfolio in 2H2025 for Asia Pacific
- Nominated for BSI' Players Player Award in 2024.

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<p>Bureau Veritas <i>Business Development Manager</i></p> <ul style="list-style-type: none"> • Build ~MYR40million pipeline worth of competitive bids and the liaison for collective input from business controller, operations, and commercial team to convert >MYR12millions in sales and long-term contracts. • Present to regional executive committee for big-ticket opportunities and demonstrate financial simulation at minimum meeting the 10% operating profit margin target. • Undertake commercial activities from identification, qualifying, tendering submission, participate in techno-commercial and legal discussion and negotiate with customers on scope, price, payments terms, contract terms and conditions for service contracts and master service agreement with global and regional key accounts and local customers. • Group recognition as 2x Sales Star of the Month and selected for Manager's Development Program. 	<p>Kuala Lumpur, Malaysia 2021-2023</p>
<p>Weatherford <i>Technical Sales Representative</i></p> <ul style="list-style-type: none"> • Scouted by regional head office representative to join the satellite team in Malaysia and responsible for the sale of technology-based solutions to the national and independent oil companies. Employment rescinded due to COVID-19 pandemic. 	<p>Kuala Lumpur, Malaysia 2020</p>
<p>Neu Zenith, a Neu Dimension Company <i>Co-Founder</i></p> <ul style="list-style-type: none"> • Develop and execute business case of IoT-Analytics solution in oil and gas industry to deploy pilot predictive maintenance project with PETRONAS Research at Terengganu Crude Oil Terminal. • Collaborate with local technology universities (UTP, UMP) and national applied research and development agency (MIMOS) as ecosystem partners to develop local talent and industry 4.0 technology solution in-house. • Raise capital through grant application to receive high-growth development funds from MITI of ~MYR2.5millions and secure annual budget allocation from parent company to receive ~MYR400K seed fund. • Recipient of Innovation Award at the Oil & Gas Asia 2019. 	<p>Kuala Lumpur, Malaysia 2018-2020</p>
<p>Petrogroup <i>Business Development Manager</i></p> <ul style="list-style-type: none"> • Implement sales plan to penetrate non-customer market of independent oil companies through relationship building and continuous engagement to increase number of clients by 4x. • Service existing contracts in place by attending daily project meetings and use as platform to keep abreast of project progress and intelligence gathering for new development and requirements. 	<p>Kuala Lumpur, Malaysia 2016-2018</p>
<p>Environmental Research & Analytical Laboratory <i>Business Development Executive</i></p> <ul style="list-style-type: none"> • Responsible for the value creation and value add delivery of services as well as active involvement in stakeholders' engagement with industry council, association, and institution for partnership development resulting to securing long-term high-value service contracts with an independent oil company. 	<p>Selangor, Malaysia 2015-2016</p>
<p>ERM <i>Risk Consultant</i></p> <ul style="list-style-type: none"> • Support health, safety, environment (HSE) assessments such as but not limited to Hazard Identification (HAZID), and Hazard & Operability (HAZOP) studies as well Quantitative Risk Assessment (QRA) for offshore facilities for the oil and gas industry in Malaysia and completed three (3) HSE Case Studies for an independent oil company. 	<p>Kuala Lumpur, Malaysia 2014-2015</p>

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Extracurriculars

Universiti Malaya Business School Alumni Association

2024-Present

President

Malaysia Oil & Gas Service Council

2024-Present

ESG & Sustainability Working Group

Secretary

Universiti Malaya Faculty of Business & Economics

2023-2024

Alumni Ambassador

Malaysian Oil & Gas Services Council

2021-2022

Energy Transition Working Group

Vice Chairperson

Malay College Kuala Kangsar 0307 Batch

2020

Football Manager

References

Upon request

Encl.