

SIMON DON MAK KAH HOONG

SKILLS

Sales | Account Management | Telemarketing | Event Management | Business Development | Training Program Development

Languages: English, Chinese, Cantonese, Thai (spoken)



Highly experienced sales leader who exemplifies persistence and determination with an absolute can-do mentality with teamwork mindset

EXPERIENCE

Sales Manager | Acetek College | 2021 – Present

Sold WSQ & Diploma Baking courses (create numerous Intake) and Digital Marketing courses

Support planning and execution of local marketing and event branding thru roadshows , open house , Education Fair

Delegate Sales Manager | PowerEdge Asia | 2012 - 2020

Top performing public salesperson from 2012 to 2017

Sold more than 100 training (technical & non-technical) programs

Create new markets in the Pacific Islands regions like Fiji , Papua New Guinea , Solomon island

Account Manager | Terrapinn | 2007 - 2012

Account management for new & existing clients across various industries

Sold conferences with outbound & inbound calling to CXO-level management

Involved and networking in exhibitions and conferences that we organised

Revenue Operation Coordinator | Federal Express Singapore | 2005 - 2007

Outbound & inbound calling to customers for credit portfolio updating and control

Executed new account verification process

Administrative duties included invoicing of outstanding amount & accounts receivable



s_don_m@yahoo.co.uk



9740 8667



<https://www.linkedin.com/in/simon-mak-27b54453/>

SOFTWARE

Microsoft Office, Microsoft Dynamics , Digital Marketing

EDUCATION

ITC in Electronic Engineering | 1993 | Singapore Technical Institute (ITE Macpherson)

**Restaurant Manager | Thai Restaurant (Northern Thailand) |
2003 - 2005**

Management, supervision & customer service to ensure
smooth and proper operations

Telemarketer | Great Eastern Life | 1998 - 2003

Telemarketing for golf membership, insurance, medical labs
& properties

Duties included cold calling & arranging appointments

Telemarketer | Royal Resorts | 1997 - 1998

Telemarketing for time-share