



Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

Project and Change manager, Head of Administration, Marketing and Sales Manager, Business Development Manager

Industry: education, industry, food & beverage, finance; personal industry interests include: education, mindfulness, veganism, animal care

Looking for a Job in (City/Country – multiple possible):

Kuala Lumpur

Education (Degree + (optional) University):

Master of Science in Controlling, Finance & Risk Management (Universität der Bundeswehr München)

Bachelor of Science in Economics and Organizational sciences (Universität der Bundeswehr München)

Specialist for Insurance and Finance (vocational training by German Chamber of industry and commerce)

Work Experience:

- 05/2023 – 05/2024 **Head of Sales (Freelance) – Bachelorarbeit-Done**
- Remote Head of Sales and Sales Team Lead at a start-up specializing in high-end educational coaching.
 - Oversaw professional and disciplinary leadership of a sales team, managing an average of 10 representatives.
 - Managed HR responsibilities for the sales department, including recruitment, talent development, offboarding, and creating incentive models.
 - Led sales performance monitoring and analysis.
 - Spearheaded social selling strategies and Instagram marketing, including managing strategic sales initiatives and overseeing contract negotiations.

- 07/2020 – 06/2022 **Project Manager – Versicherungskammer Bayern**
- Supported multiple projects aimed at enhancing customer interaction and driving future business success, with a focus on marketing customer-centric, digital, and cross-functional initiatives and change processes.
 - Managed the Project Management Office, fostering effective cross-functional communication and collaboration.
 - Contributed to stakeholder management and project controlling to ensure project alignment and success.

**AHK**

Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

- 09/2015 – 06/2020 **Vocational Training Integrated Studies – Versicherungskammer Bayern**
- Completed a 5-year dual program combining vocational training in insurance with a Bachelor's and Master's degree, while working at an insurance company.
 - Gained hands-on experience through internships in various departments, including Product and Innovation Management, Project Management for financial and change initiatives, Corporate Communication, Sales Enablement, and Sales within an insurance agency.
- 10/2018 – 06/2020 **Research Assistant and University Lecturer – Chair of Finance, University of the Armed Forces Munich**
- Delivered lectures on investment and finance.
 - Conducted market research and performed financial analyses.

Skills:

customer success, marketing and sales strategy, customer acquisition, digitalization, communication & change, stakeholder management, project management and coordination, event management, content development, concept and process development, market and customer research, cost optimization, quality assurance, MS-Office

Language Skills:

- German (Native)
- English (Proficient)
- French (Intermediate)

Other Certificates:

N/A

Nationality:

German

Work Permit:

needed

What you think a potential employer should know about you:

After traveling across Asia for two years, I developed a strong connection with Kuala Lumpur and am excited to establish my new home base here. Currently residing in KL on a tourist visa, I am eager to contribute and grow within the local professional community.