## Vitals

BLK 533 Bedok North Street 3 #12-776 S (460533)

**T** 87429168

**E** holyrammy@gmail.com

### ObjectiVE

A motivated, adaptable and responsible Sales and Marketing staff is seeking a position in a position that will utilize the skills developed through past work experiences. I have a systematic, customer-focused approach to work and a strong drive to see things through to completion. To give nothing but the **BEST** on what I do. To serve and work with a positive attitude, I believe when there is a will, there's away.

## NATIONAL SERVICE

Singapore Armed Forces – Signal Institute

Vocation: Support Assistant (COMMS)

Rank: Corporal

**Enlisted Date:** 21st October 2005

**Ord date:** 20th November 2007

### Education

****

Muhammad rammy BIN RAMLI

Business development representative

**1994-1999** Beng Wan Primary School

PSLE

**2000-2003** Bendemeer Secondary School

'N' Level

Best in Mother Tongue

### SKILLS & aBILITIES

**Jan 2009** CSP (Customer Service Professional)

WSQ (Basic Security Course)

**June 2015** - Search Engine Optimization Training Course

**July 2015** – How to sell AdWords

**July 2015 –** AdWords Fundamentals and Certification

**August 2015** – Google Analytics

### language Proficiency

English - spoken and written

Malay - spoken written

Basic Mandarin – Spoken

### lEADERSHIP

I have developed a strong interest in health and physical fitness. I used to be a part-time musician and composer. I love to sing, and through music, that's where I expressed my feelings. I compose many songs, and my two pieces have already been on air at Ria radio station. Football is part of my life, and I'm the founder of Chill Pill FC, a multiracial and multinational football team with mixed races, nationalities and age.

### working experiences

##### **Aug 2020 – January 2021 Globalization partners**

**Position: Business Development Representative**

Globalization Partners is an Employer of Record that enables companies to expand or hire worldwide without setting up a costly legal entity. My job is to make outbound calls once I receive the leads from Salesforce by using a platform called Outreach. I will attend to tips from the website, AdWords, drift, webinar, events etc. I will qualify the prospect base on the qualification questions before handover to the Sales team.

**Dec 2017 – June 2020 Saba Software**

**Position: Business Development Representative**

**Saba Software**, Inc. provides cloud-based intelligent talent management solutions. The Company offers people cloud applications, including recruiting, enterprise learning, talent management, and collaboration solutions. **Saba Software** serves customer worldwide.

My job is to Market our systems to all HR decision-makers with more than 1000 headcounts and create campaigns. I answer queries and make an appointment for my sales team too. I got productive in generating leads form 3rd party sources like LinkedIn Sales Navigator, Zoom Info and Salesforce. I'm in charge of South East Asia, Australia and New Zealand markets. I interact with the sales team and prospects at the same time. My job requires me to travel as and when because we are handling prospects/clients worldwide. After completing all the Saba Software courses**, I obtain many Human Resources Technology certificates** to remain knowledgeable and productive.

**Reason for Leaving**: **Saba Software** was acquired by **Cornerstone on Demand,** an HR technology company; thus, I was laid off as its own Asia Marketing team.

**Apr 2017 – Sept 2017 Max Value Pte Ltd (Temporary)**

**Position: Site Supervisor (Housekeeping)**

I am handling my client's site Microsoft Pte Ltd in terms of housekeeping facilities and stocks.

My job is to guide my colleagues on cleanliness, top-up stocks and attend to complaints or queries. To communicate with my clients with a good attitude and positive mind-sets. To handle the monthly report**.**

**Reason for Leaving:** This is just a temporary job. My contracts are only temporary until they get a suitable supervisor. I would like to pursue my career with better opportunities.

**Mar 2016 - Oct 2016 Digitrio Pte Ltd**

**Position: Business Development**

My job is to meet clients and tell them what they need to do to get more leads and help them achieve their goals. It is exciting and challenging as I get to meet with different bosses with a different attitude. My job is to bring in more sales, and unfortunately, I leave after I can't hit the quota and I'm more interested in technical parts. I more on integrity, body movements, on how to accept rejections and be positive always.

**Reason for leaving:** Wantedto work more in the technical area. Since then, I work as a part-time cleaner and odd jobs because it is hard to get a job. I must work a part-time job until I get a full-time job just to feed my family.

**Jan 2015 – Oct 2015 A.1 Business Pte Ltd**

**Position: Digital Marketing Trainer/ Digital Marketing Executive**

As a Certified Trainer, I am specialized in WordPress, SEO, Google AdWords, Facebook Marketing and Email Marketing. I taught peoples from different walks of life like business owners, employees, students, teachers and much more. I gave them knowledge on how to start a business in Digital Marketing and to save money. I interact with many peoples in my class and understand their problems before I gave them solutions.

**Reason for Leaving:** I was retrenched because the company business is not doing good and the training room must be returned to the landlord.

**Sep 2013 - Oct 2014 SP Services (Singapore Power)**

**Position: Debt Management Executive**

As a Credit Officer, I handled all Debt Enquiries and assist the customer with billing enquiries, payment deferment, Stop disconnection of supplies and reconnection of supplies. My job nature is to manage all accounts in the whole of Singapore. Big responsibility regarding Water, Electricity and Gas supplies. To ensure and get the commitment from the customer regarding payment. To assist and advise customers in every way. Very challenging but fun to handle.

**Reason for Leaving:** To pursue a better career outside the Call Centre.