



NUR MASTURA MANSOR



DIRECTOR OF SALES

HEAD OF CAREER CUBE | IMAGE CONSULTANT

CONTACT DETAILS

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ACCOMPLISHMENTS

- + NLP Practitioner (Neuro Linguistic Programming) by NLP Malaysia, 2017.
- + Certified Professional Image Consultant (CPIC) by Akademi Perunding Imej Profesional, 2016.
- + Behavioral Based Interview Skills (BBIS) by Malaysian Employers Federation (MEF) Academy, 2012.
- + Certified Trainer by Train-The-Trainer: Human Resource Development Fund (TTT: HRDF), 2012.

ACADEMIC BACKGROUND

Universiti Putra Malaysia, UPM

Master Corporate Communication, 2013

- + Attended from Dec 2011 to Jan 2013.
- + Graduated with CGPA: 3.67
- + Research Title:
Corporate Image of Training Cube International Sdn Bhd based on the Quality of Training Services, Participants Satisfaction and Participants Loyalty.

Universiti Sains Malaysia, USM

Bachelor Degree of Science (Chemistry), 2009

- + CGPA: 2.74
- + Lead Committee for Sustainable Development Pioneer Project, 2009.
- + Exco of Students Representative Council (SRC USM), 2007/2008.

SKILLS

- + Speaking Proficiency:
English (Advance), Bahasa Malaysia (Advance)
- + Writing Proficiency:
English (Intermediate), Bahasa Malaysia (Advance)
- + IT Proficiency:
Microsoft Office, Adobe Photoshop

REFERENCE

Mr. Nadzrun Abdul Wahab
Managing Director, Training Cube International Sdn Bhd, (+6) 019 281 1610

PROFESSIONAL ACHIEVEMENTS

- Sales performance by KPI:
+ 92.7% achieved for 2018
+ 97.5% achieved for 2017

Stop selling to your clients, solving their issues will make them choose and stick with us.

CAREER HISTORY

Director of Sales

Training Cube International Sdn Bhd | Oct 2016 - present

- + Seeking out major clients and forming working relationships with them.
- + Accurately forecasting future sales and forming sales plans to adapt to constant shifts in the industry.
- + Serving as a business representative at major industry events, conferences, trade shows, and expositions.
- + Forming sales strategies to keep the company competitive and innovative.

Head of Career Cube/Image Consultant

Training Cube International Sdn Bhd | Aug 2012 - present

- + Develop a marketing approach uniquely for clients' needs and niche.
- + Restructure the Graduates Career Advancement Centre strategic planning.
- + Conduct the training program for career preparation, image enhancement and employability skills among graduates.
- + Responsible on every post-program report and feedback for training program quality.

Trainer

MAP Training & Consultancy Sdn Bhd | Jul 2010 - Dec 2011

- + Conducted the slots in training module (study skills, time management, and public speaking).
- + Consult student individually within the follow up session.
- + Maintained social networking with corporate clients and non-corporate clients.

Chemist (Executive)

Daibochi Plastic & Packaging Ind Bhd | Nov 2009 - Jun 2010

- + Responsible on customer complaint and the research & development project to enhance product quality.
- + Controlled on instruments troubleshooting, servicing, adjustment and maintenance activities.
- + Monitored and responsible towards chemical usage procedure in laboratory and production plant.
- + Involved and supported Safety Committee and 5S - to monitor environmental safety and health.