



ZAAHIDAH 'ATIQAH BINTI MOHIJU

BUSINESS DEVELOPMENT MANAGER

PERSONAL INFO

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EDUCATION BACKGROUND

College/ University

- Kolej Matrikulasi Negeri Sembilan
- Universiti Tenaga Nasional
- Bachelor of Mechanical Engineering (Hons.)
- Master of Mechanical Engineering

High School

- Sekolah Menengah Kebangsaan Taman Melawati (SPM)

POSITIONS ROLES

- Identify and develop new business opportunities and markets
- Build and maintain strong client and stakeholder relationships
- Prepare proposals, tenders, and business presentations
- Lead contract negotiations and close deals
- Develop and execute sales and growth strategies
- Conduct market research and competitor analysis
- Coordinate with internal teams to deliver client requirements
- Monitor sales performance and achieve revenue targets
- Represent the company in meetings, events, and partnerships

PROFESSIONAL TRAINING

- Building Management System (BMS) / Building Automation System (BAS)
- Mechanical Services Design (ACMV, Plumbing, Cold Water & Sanitary Systems)
- Nuclear Safety and Security Training (Hitachi-GE, Japan)
- Nuclear Facility Safety Exposure (Fukushima site visit)
- Research Training in Superconductors and Nuclear Irradiation