

## CONTACT

# TAN KAH CHOON



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## OBJECTIVE

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I seek challenging opportunities where I can fully use my skills for the success of the organization.

## EXPERIENCE

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06/2000 - 12/2001

- **CREDIT CARDS SALES EXECUTIVE**

MBF CARDS (M) SDN BHD

The main job is to develop new markets and promote credit cards. Average monthly income is between Rm1500 and Rm3500.(Purely commission.)

01/2002 - 12/2002

- **CREDIT CADR SALES EXECUTIVE**

UNITED OVERSEAS BANK

The main job is to develop new markets and promote credit cards. Average monthly income is between Rm2500 and Rm 4000.Base salary +commission.

01/2003 - 06/2007

- **CREDIT CARD SALES EXECUTIVE**

MBF CARDS (M)SDN BHD

The main job is to develop new markets and promote credit cards. Average monthly income is between Rm2500 and Rm 6000. On average, I help the company find 30-80 new credit card users every month.Working area:Kluang johor.  
Remark :purely commissions income.

07/2007 - 08/2012

- **DIRECT SALES (Credit card sales)**

CITI GROUP

The main responsibility also promote City bank credit card. Working area based in kluang johor.  
During this period, I won the national championship twice. Average income Rm 6000 -Rm 15000.

01/2013 - 08/2020

- **PARTNERSHIP**

HOCHAK BEVERAGES AND FOOD SUPPLY

I started a food business with my wife.Primarily a kopitiam model, we also offer catering buffet service. Service area also in kluang Johor.

08/2020 - 12/2021

- **PRU VENTURE MANAGER**

PRUDENTIAL ASSURANCE SDN BHD

My main job was promoting insurance to people . whatever nature or cool market.During this time, I also received a travel award and a Million Dollar Round Table award.Around income Rm15000per month.

03/2022 - 03/2025

- **ELITE PRO AGENT**

AIA BERHAD

My main job was promoting insurance to people . whatever nature or cool market.During this time, I also received a travel award and a Million Dollar Round Table award.Around income Rm 30000per month. Two years total sales FYP4Mil.

## EDUCATION

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1999

- **Chong HWA HIGH SCHOOL**

UEC

SECONDARY

## SKILLS

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- I have over 20 years of sales experience. My strengths are proactive learning, self-discipline, and easy in market development. My weakness is English communication, but this isn't a problem because I can take lessons.

## PROJECTS

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- **Open the online market**

Lead Sales executives create short videos on Tik Tok&Fb to promote products and increase sales.

- **Expanding offline markets**

The objective of this plan is to expand into secondary and semi-urban markets by leveraging Traditional Chinese Medicine (TCM) shops and modern pharmacy outlets as strategic retail partners.

This approach allows for lower entry costs, faster market penetration, and higher consumer trust, compared to first-tier mall or chain retail expansion.

## PERSONAL DETAILS

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- Date of Birth : 23/05/1981
- Marital Status : MARRIED
- Nationality : MALAYSIAN
- Religion : BUDDHA
- Gender : MALE
- Driving Licence : YES
- Place : KLUANG