



KERETAPI TANAH MELAYU BERHAD (225943-T)



## “Merakyatkan Keretapi”

Applications are invited from suitably qualified candidates with calibre to apply for the following positions:

### SENIOR VICE PRESIDENT (BUSINESS & OPERATIONS)

**Responsibilities:**

1. Set performance goals tailored to each Strategic Business Units by developing operational goals for each division which are aggressive, yet obtainable, and tied to long-term goals of the company;
2. Identify and lead new business development initiatives by setting goals, monitor work and evaluate results to ensure that the Strategic Business Units and operating requirements are met;
3. Advise the President on strategic business development and key planning issues that relates and impact the operations of the company by:
  - Determining resource allocation amongst Strategic Business Units and train operations;
  - Keeping the President informed about business activities in the respective Strategic Business Units, performance, opportunities, and recommended course of action;
4. Formulate, manage, coordinate and execute all marketing strategies and implement tactical plans that meet company expectations;
5. Achieve targeted results and ensure timely and effective execution of marketing tactic and program;
6. Oversees revenue generation initiatives from each Strategic Business Unit and identify ways to maximize revenue including revenue collection;
7. Conduct market research towards improvement of service level and identifying new market potential;
8. Responsible for ensuring the company increase its business revenue and train operating performance.

### SENIOR VICE PRESIDENT (CORPORATE RESOURCES)

**Responsibilities:**

1. Formulate and administer company's policies and develop sort and long -range goals and objectives for the company;
2. Provide strategic direction, leading, managing and directing all corporate support activities of the company;
3. Communicates company's expectations and directions to all level of employees;
4. Oversees the accomplishment and performance of the respective departments under him / her;
5. Ensure all corporate and business strategies are aligned, reviewed and successfully implemented, taking remedial action whenever or wherever necessary;
6. Act as liaison and maintain open lines of communication among management, Board members, Stakeholders and staff;
7. Provide superior administrative support to the President, including correspondence, coordination, communications and problem resolution.

### SENIOR VICE PRESIDENT (FINANCE & REVENUE MANAGEMENT)

**Responsibilities:**

1. Oversees all financial performance and control activities for KTMB including budgeting, treasury, financial analysis and investment;
2. To manage and create an effective finance organisation structure and function by excelling in strategic and business efficiency;
3. To reduce cost and to grow revenue and to ensure 100% revenue collection;
4. Liaise with financial institutions and government ministries / agencies on treasury and funding activities;
5. Ensure compliance to applicable statutory and regulatory mandates, accounting standards, company policies and procedures;
6. Responsible for preparing and presenting monthly and annual financial statements to the Board of Directors, Shareholders or Senior Management;
7. To undertake strategic planning, prepare budget forecasts, financial modelling, analyzing and reviewing contracts, corporate performance management, annual budgeting and reporting;
8. Efficient delivery of transaction processing activities, governance and compliance, and talent management and to optimize capital management;
9. Keep abreast of the development on standards as well as in the financial market, processes and systems;
10. Establishes and implements financial control policy and procedures to ensure the company's financial statements integrity and reporting;
11. To oversee cash management, debt collection and purchasing requirements;
12. Oversees Finance, Central Procurement, Vendor Development, Risk Management.

### QUALIFICATIONS & OTHER REQUIREMENTS:

- Candidate must possess at least a Bachelor Degree in any related field;
- Minimum 15 years of relevant experience with at least 5 years of experience at senior management level;
- At least 10 years of experience in private sector, public listed company or multinational company;
- Ability in developing new business, marketing plan and handling operational issues;
- Ability to use common IT applications and always kept updated with development in railway technology;
- Excellent interpersonal skills and a comfort level in working effectively with people at various organizational level;
- Able to command the respect of the Board of Directors, Management and staff;
- Good written and oral communication skills in Bahasa Malaysia and English.

### (Additional requirement for SVP Finance & Revenue Management)

- Graduate in Accountancy or Finance.
- Well expose in accounting, finance, treasury, business development and revenue collection.

### GENERAL MANAGER (CARGO SERVICES)

**Responsibilities:**

- Will be responsible for leading Cargo's operational delivery plans.
- Taking early responsibility for ensuring operational excellence is achieved from the team, developing and implementing best practice processes and controls.
- Deliver organisational strategy, working with key stakeholders negotiating/agreeing commercial contracts, maximising profit, identifying and reducing costs making changes where necessary.
- Lead and manage service level agreements (SLA's).
- Prepare budgets, organisational plans and future strategy, delivering to the management a world class smooth and effective Logistics/ cargo operation.
- Customer service and client management to increase service satisfaction level by ensuring that all customer enquiries are responded promptly and professionally.
- Generate new business opportunities and ensures growth of existing accounts.

**Requirements:**

- At least a Bachelor's Degree in Logistic, Business Administration, Management or other related field. A Master's Degree will be an added advantage;
- At least 10 years experience in the shipping and logistic industry with at least 5 years experience at senior management level; OR
- Qualified senior manager with at least 5 years previous experience in a similar position within KTMB;
- Understanding of the full range of cargo services, including movement scheduling, monitor and control services, cost optimization, and various industry specific requirements;
- A highly professional individual who is career and results focused;
- Proven strategic leadership, management and decision making skills together with strong commercial acumen;
- Strong IT skills (Excel) comfortable working in a corporate environment with a strong analytical background and an eye for detail;
- Excellent written and verbal communication skills in both English and Malay;
- Willing to work extra hours.

Interested applicants are invited to write-in together with a detailed resume, current and expected salary, contact number, non-returnable passport sized photograph and photocopies of relevant certificates **not later than 5th May 2017 (Friday)** to:

**GENERAL MANAGER,  
Human Capital Department (Staff Planning),  
Keretapi Tanah Melayu Berhad,  
Jalan Sultan Hishamuddin,  
50621 Kuala Lumpur.**

**Tel : 03-2263 1312 or 2263 1122  
or 2263 1433**

Only shortlisted candidates will be notified.

SIZE : 33cm x 6col (Actual)