

## Profile of Consultant / Facilitator / Trainer

### **Mr. Teh Chin Weng**



Teh Chin Weng – Registered Engineer, CEI, UK, has in total more than 40 years of experience, with 20 years full responsibility for bottom line P&L, in Manufacturing and Sales & Marketing business sectors such as: aluminum & sheet metal products for building industry, metal stamping products, industrial and domestic electrical switches, commercial and engineering plastic products. He also has experience in factory start up, and in managing and executing new products marketing and project developments. He has exposure in several senior positions of Malaysian and Foreign owned companies with positions ranging from Technical Engineer, Departmental Manager, Factory Manager, Plant Manager, General Manager to Group General Manager and as Senior Business Consultant. The facilitator attained an Advanced Diploma in Business & Management (West Glamorgan Institute of Higher Education, UK) and has a Certificate of Education, Malaysia. Besides that, he is a Certified Trainer, HRDF, Malaysia.

The facilitator is particularly keen in formulating and implementing Company's future strategic plans, developing and implementing marketing plan and program to ensure sales and profit growth, work efficiency, human resource planning and development, material purchasing and sourcing, process management and improvement, system reengineering for total value and performance improvement. With basic knowledge and experience in accounting and financial functions, he has the capacity to strategize business plan for aggressive growth. He has gained value exposure in ISO, TQM (Total Quality Management), TPS (Toyota Production System), and Amoeba Management System, working environment.

He had experience working with World Class Manufacturing clients like Sony, Panasonic, JVC, Canon, Fuji Xerox, Delphi, AT&T, Motorola, GM, GE, 3M, IBM, FORD etc. The most exciting events were the experience and knowledge gain when periodically audited by these giant Customers, thus accumulate vast experiences working with the International standards.

Now as Senior Business Process Reengineering/Restructuring Consultant, he is well prepared to lead entrepreneurs to success & profitability, and continuously HELPING ENTREPRENEURS TO BUILD HIGH- PERFORMING ORGANIZATIONS. He gives priority in developing the competency of the management team and workers trained under him by applying “action coaching concept” which requires managers to be practical action coaches rather than just provide leadership. Also applying “synergistic teamwork coaching” enable the coach, the managers and the workers can collaborate as win-win partnership, thus able to share together knowledge, experience, judgment and perception for the benefits of the organizations. As a result, managers and workers can help each other to improve performance, flexibility, & persistence. Adopting Philip Crosby’s unique management tools for the organization such as "doing it right the first time(DIRFT)” system, "Quality Management Maturity Model", "Zero Defect Action Model", and 3P (People / Process / Profit) solution. 3P (People / Process / Profit) solution means "People's Influence / Process Integration / Profit Growth" with the aim of bringing value proposition, business critical resources and capabilities, to interact, to break down and to optimize the “quality chain” in order to gain “end to end” integrity of the competitive edge so as to improve the quality aspect of the organization. List of companies benefited from his training FOXCONN, HAIER, Delphi, AT&T, Motorola, GM, GE, 3M, IBM, FORD etc.