

Leong Zheng Tao

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WORK EXPERIENCE

CCM Chemicals

Business Analyst, Directorate Department

Jun. 2023 – Present

Petaling Jaya, Selangor

- Developed and maintain a comprehensive database to catalogue the historical sales volumes, average selling prices, and profit margins for all of the group's products on a monthly basis.
 - Established data consistency by liaising with key personnel across nine operating centres under three companies to implement standardised price and margin calculations.
 - Perform data cleaning, including the removal of inter-operating centre stock transfers from recorded sales volumes, increasing data accuracy.
- Manage a dashboard displaying sales volume and price charts of the group's top revenue-generating products, delivering key visual insights to the group's director and stakeholders.
 - Identify and interpret trends and anomalies within the data through a good understanding of the broader market landscape, the group's operations, and the operations of key customers.
- Use linear and multiple regression models to predict the demand for a product under given parameters.
- Support the Commercial Department by conducting preliminary market research into various new product opportunities, analysing trade data to identify potential markets by region and industry.
 - Implemented the application of SQL to query, clean, and normalise large volumes of import/export data taken from trade records, improving the efficiency of the process compared to using Excel.
 - Use these data to identify sales volume and price trends, as well as potential competitors and buyers.
- Extract data and other relevant information from financial reports and industry newsletters of key customers and competitors in order to better understand market trends.

Malaysian Rubber Council

Apprentice, Sustainability Division

Oct. 2022 – Feb. 2023

Kuala Lumpur

- Conducted statistical analyses to assess the effectiveness of sustainability workshops organised by the agency for members of the rubber industry.
- Produced a key summary of the EU Corporate Sustainability Due Diligence Directive for the information of Malaysian rubber industry players to facilitate their compliance with new regulations in the European market.
- Collaborated in the planning and execution of the successful launch of MRC's Hiring Malaysian Workers Fund 2.0 (myrubbercouncil.com/hiringmalaysianworkersfund/).

EDUCATION

University of Southampton

BSc Marine Biology with Oceanography

July, 2021

Southampton, Hampshire, UK

- First Class Honours
- 77/100 marks in the 'Quantitative Methods in Marine Science' module, which focused on statistical analyses using R.

CERTIFICATIONS, SKILLS & INTERESTS

- **Certifications:** SIELE (Servicio Internacional de Evaluación de la Lengua Española) Spanish reading B2, writing B2, listening C1, speaking C1
- **Skills:**
 - Languages: English; Spanish; Malay; Mandarin; Cantonese
 - Programming Languages: R; SQL
 - Misc: Data collection, management, visualisation, analysis & reporting; stakeholder engagement
- **Interests:** Linguistics; poetry