

# SZE LONG LAWRENCE WONG

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## ***PROFILE***

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With 20 years of experience at Fortune 500 companies, I specialize in contract management for key accounts in relation to railway services in both Hong Kong and overseas. Substantial and solid experience in tender bidding process, contract negotiation, and implementation to end-to-end project management. An experienced leader who is passionate about building a high-performance team and a good team player who collaborates with diverse stakeholders to achieve common goals and reach new heights.

## ***KEY ACHIEVEMENTS***

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- Successfully promoted and won orders from a Colombian client, and acted as the Project Manager for the provision of:
  - 150 and 100 coal-transporting wagons in 2012 and 2017 respectively (valued at USD 16M and USD 9M).
- Successfully led a team to win tenders from the MTR Corp. (a railway operator in Hong Kong) and acted as the Project Manager for:
  - Provision of station-wise passenger information display system in 2012 (valued at USD 11M).
  - Provision of station-wise digital advertising signage system in 2022 (valued at USD 11M).
- Successfully led a team to win orders (incl. variations) from Mitsubishi Electric Australia Pty Ltd and acted as the Project Manager:
  - Provision of train-borne LCD and LED display equipment for the New Intercity Fleet project in NSW (total value of USD 9.5M) between 2018 and 2022
- With my excellent project management skills and relationships with my clients, all my projects received maximum customer satisfaction. After promotion to Section Manager in 2014, I have been leading a team of 7 in both Hong Kong and China for managing different tender and non-tender-based businesses.

## ***PROFESSIONAL EXPERIENCE***

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### **Section Manager**

***ITOCHU Hong Kong Ltd***

***4/2014 – 3/2023***

- Manage a diverse team (incl. HK and mainland China personnel) that drives strong efficiency among different stakeholders, incl. clients, partners, and vendors, to ensure business objectives are met
- Develop and implement new business plans and define the respective strategy for sustaining business growth

- Continuously lead the team to win local HK and overseas transportation-related tenders, through intensive collaboration and strategized approach with long-term business partners, for achieving yearly sales/profit budget and sustaining business growth at a rate of at least 10% per annum
- Acted as Project Manager and successfully managed various multi-million-dollar transportation-related contracts (both local HK and overseas) and achieved full customer satisfaction upon project completion
- Tasks of Project Manager include:-
  - ⇒ Coordination between client and sub-contractors to ascertain milestone/project completion is on time and within budget, and to satisfy the expectations of both client and sub-contractors
  - ⇒ Lead regular progress meetings with client and sub-contractors for discussion of various contract issues
  - ⇒ Review and ensure design (from sub-contractors) comply with railway standards and client's requirements/specifications prior to submission to client
  - ⇒ Prepare master program (from contract award to completion of deliverables) using MS Project
  - ⇒ Handle procurement issues with vendors
  - ⇒ Manage contract variations with client and sub-contractors

### **Project Engineer/Deputy Section Manager**

***ITOCHU Hong Kong Ltd.***

***11/2008 – 3/2014***

- Reported directly to Section Manager and work independently for management of different transportation-related contracts for ensuring yearly budget can be achieved
- Ensured all accountable contracts achieved on-time delivery to customers without any additional costs incurred by the company
- Responsible for the development of new business opportunities, by collaborating with different stakeholders, to maintain stable growth of business with at least a 15% increment every year
- Promotion of alternative business strategies to the Section Manager for widening source of revenue within the department
- Maintained customer satisfaction rate every year by providing timely and diligent customer service

### **Sales Engineer**

***Mitsubishi Electric Ryoden Air-Conditioning & Visual Information Systems (HK) Ltd.***

***2/2003 – 8/2008***

- Reported directly to Sales Manager and work independently for ensuring sales targets were fully accomplished, and developed new business opportunities
- Handle direct (project-based) and indirect (via dealership) sales of Mitsubishi Electric's products (commercial and domestic use), incl. air-conditioning systems, and electrical home appliances within Hong Kong and Macau regions
- Managed to achieve and improve overall sales targets by over 10% year in and year out, through an effective client management process and exceptional services
- Successfully promoted and sold over 5,000 sets of air-conditioning units to several Macau residential projects, where the total sum was aggregated to more than HKD12mil

## ***EDUCATION AND CERTIFICATIONS***

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- **Bachelor of Engineering (Hons) in Mechanical Engineering** ***1996 - 1999***  
The University of Queensland (Australia)
- **Japanese Language Proficiency Test Level 3 Certificate**

## ***LANGUAGE***

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- English (Proficiency in writing and conversation)
- Chinese (Proficiency in writing and conversation)
- Cantonese (Native)

## ***SKILLS***

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- Computer skills: MS Office Suite Package professional level
- Great verbal communication and excellent time management