



# Zachary Lok Tuck Lam

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Date of Birth: 8th August 1992

Nationality: Malaysian

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## Professional Experience

March 2023 ~  
(Current)

**EllenPro LLC** (Online Business Coach)  
**(Global Sales Manager)**

- Dealing with the marketing inbound lead over a Zoom closing call.
- Provide weekly sales training for the global sales team members.
- Helping clients who need additional support by providing bi-weekly accountability calls.

October 2022 ~  
December 2023

**Vertex Mastery** (Business Training & Consulting Company) - BBCC, Kuala Lumpur  
**(Sales Leader & Co-Facilitator)**

- Building company CRM.
- Expanding network through our own physical events and public events.
- Assist the lead trainer in delivering the learning to participants.
- Maintain great relationships with High-End Clients for retention.

November 2020 ~  
(Current)

**VoteBash Inc.** (Global Market Research Company & Voting Platform)  
**(Sr. Client Success Consultant & Partnership Manager Of Combat Sports & MMA APAC & Oceania Region)**

- Cold outreach & pre-built relationships with potential leads & partners through social media.

August 2020 ~  
September 2022

**Dan Lok Organisation** (Global Online Business Consulting)  
**(Business Advisor)**

- Outbound to hunt & farm with marketing-generated leads to hit the sales target.
- Nurturing leads & clients by sending message sequences and follow-up calls
- Qualify by asking powerful questions & build value with the offer on a closing call with the inbound prospects.

June 2020 ~  
August 2021

**Ducere Global Business School**  
**(Enrollment Agent)**

- Reach out to the marketing leads who fill in the form of interest for pre-screening sessions.
- Nurture the leads interested in the offer but have yet to be ready to buy by sending sequence and follow-up calls.

October 2017 ~  
December 2019

**Say Cheese Cafe** (Chain Restaurant)- Bukit Jalil, Malaysia  
**(Business Partner & Head Chef)**

- Supervised 4 team leaders with a total of 40 staff.
- Working Hand in Hand with Sales & Marketing Business Partners.
- Act as Performance Chef On Table to serve, entertain & build relationships with customers.

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## Languages

Languages : English, Cantonese, Chinese & Malay.

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## Extracurricular Activities and Achievement

June 2020 ToastMasters International Best Speaker Award

Jan 2019 Co-authors of "Hello Leaders - Humble Leadership, Powerful Relationships"

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## **Educational Qualification**

May 2020 – July 2020 High Income Copywriting  
Dan Lok University

Mar 2020 – Apr 2020 High Ticket Closing  
Dan Lok University

Jan 2012 – June 2012 Bachelor of Arts with Honors in European Culinary Management  
International Management Institute (IMI) University Centre, Lucerne, Switzerland.