

EVMTAA (E): Hi, Godfrey. After graduation from EVMT, what have you been working on?

Godfrey (G): I worked as a Management Trainee (MT) of a local developer for one and a half year. Then, I have been a member of the Business Development team of an environmental services subsidiary of the company since the beginning of 2016.

E: What did you do during your time as a Management Trainee?

G: I worked in a different department of the group every few months and got hands on experience in various kinds of works, including retail leasing, sales of newly launched project, security services, handover of prestigious units to customers and special project on digital marketing. The disciplines of tasks spans across general business, marketing, communications, management, security operation, labour law, property law and even engineering related to retail spaces. One advantage I discovered of being an MT is that people tend to give you more opportunities of exposure, even outside the group like attending seminars and events by the industry.

E: Could you tell us more about your current job duties?

G: My company specializes in providing hygiene-related services and we have a wide range of end users. On one hand, I help with building and maintaining business relationships with clients, which involves coordination and communication with our operation team and the clients respectively. On the other hand, I assist in the evaluation of new business opportunities from both financial and contractual points of view.

E: What is the biggest challenge at your current role?

G: I would say the greatest challenge is to successfully calculate the right price for a new contract. When it comes to securing new contracts with clients, pricing is of the utmost concern. However, finding the right price is an art of balance between profit and risks deriving from contractual terms, operational needs and unforeseen circumstances. In most cases, the price makes or breaks a contract when it comes to making a profit or loss. It has taken me quite some time to learn how to strike a balance amidst different viewpoints.

E: Does studying in EVMT programme help you on this job?

G: Yes, it helps in a great way - the programme helped me develop an inquisitive mind, which allows me to ask the right questions to pinpoint the crux of problems quickly and, as a result, increasing my efficiency in solving the problems I encounter.

E: Thank you for your time and we wish you all the best.



We are delighted to have Mr. Godfrey Mok (2014 graduate) to share his work experience with us.