

## TRAINER PROFILE OF

# Venessa Chai



### Trainer Registration Details

<b>Full Name :</b>	CHAI WEI WEI
<b>IC Number:</b>	850625-14-6466
<b>TTT Cert / Exemption Cert No.:</b>	18219
<b>HRDC Accredited Trainer ID:</b>	47982
<b>Contact Number:</b>	012-3266 429 / 019-776 4667
<b>Email:</b>	send2venessa@gmail.com / bigastrongacedemy@gmail.com
<b>Staying Location</b>	Kuang, 48050 Rawang, Selangor

### Academic Qualification

Qualification	Name of Academic Institute	Year Awarded
Doctor of Business Administration (DBA) – In Progressive with Dissertation	UNITAR International University, Kelana Jaya	2025 (Current)
Master of Business Administration (MBA)	University of East London, United Kingdom	2021
Executive Diploma in Real Estate (EDRE)	UCSI College, Damansara Utama	2019
Bachelor's Degree (Hons) in Marketing	SEGI University College, Kota Damansara	2006
Secondary School	SMK Selayang Baru, Selayang Baru	2002
Primary School	SRJK (C) Selayang Baru, Selayang Baru	1997

## Professional Experiences

Venessa Chai pursuing her Doctorate Degree of Business Administration in UNITAR International University since 2023 to present. Currently in progressive with Dissertation academic paper writing, target obtain the Doctorate Degree in 2027. The latest academic qualification for her which is awarded MBA Degree in University of East London, United Kingdom since 2021.

She had 8 Years working experiences in Insurance industry with ING Insurance during the year 2004 – 2011 in position began from product advisor to group sales manager. In Year 2009, she started her real estate career pathway as part time and turned to full-time career in Year 2012.

She established her own Real Estate Agency – Landers Real Estate in 2014, thus she had plenty experiences how to run the operation, management, talent management in Real Estate industry. She graduated from the Executive Diploma in Real Estate program with UCSI College, Damansara Utama in Year 2019 to gain her real estate license. Currently, she is Probationary Estate Agent (PEA3696), the active member by Board of Valuer, Appraiser and Estate Agent Malaysia (BOVAEP) since 2023.

Therefore, she is servicing in MCentury Properties Sdn Bhd Real Estate Agency as her PEA journey since 2023 cum Real Estate Industry In-House master trainer. She has more than 16 years real estate sale and marketing experiences in Malaysia and China property developer's new projects and sub-sale properties which included residential, commercial, industrial and land deals.

Previously, She also a group leader with leading more than 100 manpower for strategic talent management experiences. She also strength in new project marketing dealing experiences with more than 30 local and oversea property developers.

She started her training and coaching pathway in real estate industry since Year 2016. She is expert in various programs design in real estate topics. Currently, she has designed her unique real estate program which is Real Estate Career Awareness Course to new school leavers and Executive Degree in Real Estate Mastery Skills program to existing real estate agent who intend to elevate their soft skills in collaboration with SEGI College.

She also a founder and master trainer of her own training academy - Bigastrong Academy. Based on her education qualifications and working experiences, she has her enthusiasm to share more theories, practical skills, real life cases and working experiences to her target audiences.

Thus, started from the year 2024, she became a contents creator to design more training topics related to sales and marketing strategies, effectiveness in sales performances program, Business Model Canvas, Leadership, Recruitment, Talent Management, Team Building Activities Design, Winning Attitude Program and more topics are upcoming soon. Finally, she also a book author and pending publishing her books soon with the book name <I enjoying the B20 Lifestyles with my T20 Incomes> and <Fearless work in Real Estate> ( Book title names To Be Confirm and May Align).

## Professional Qualification

Professional Certification	Certification Body	Year Awarded
International Certified Professional Trainer	International Professional Managers Association (IPMA), UK	2025
Certified Professional Trainer	IPMA, UK	2025
HRD Corp Accredited Trainer	HRD Corp	2025
HRD Corp Exemption Trainer	HRD Corp	2025

## Years of Career Experience

Current Company:	MCentury Properties Sdn Bhd	Bigastrong Academy
Position:	Probationary Estate Agent (PEA3696)	-HRD-Corp Accredited Trainer -International Certified Professional Trainer -Corporate Trainer
Year From:	2023	2024
Year To:	Current	Current

## Previous Company

Company	Position	Year From	Year To
ING	Insurance Advisor	2004	2011
Oriental Realty	Real Estate Agent	2009	2014
Landers Real Estates	Managing Director	2014	2019
GS Realty	Project Director	2019	2022

## Fluent In Languages

Speaking:	English, Malay, Mandarin, Cantonese, Hakka, Hokkien (Neutral)
Reading:	English, Malay, Mandarin, Cantonese
Writing:	English, Malay, Mandarin, Cantonese

## Skills & Expertise

Knowledges of the industry
Team Building Organising
Strategic Planner
Leadership Well-Planner
Management Expertise
Organizational Skills
Work Independently
Passion, Enthusiasm to Career

### Major / Significant Training Programs Conducted

No.	Training Programs Conducted	Days	Year
1.	Real Estate Awareness Course : Discover Your Real Estate Career Pathway	3 Days	2025
2.	Executive Degree in Real Estate Mastery Skills	6 Months	2025
3.	From Strategy to Ultimate Success: Start Up Your Business with Business Model Canvas	2 Days	2024
4.	Humanizing Strategies to Enhance Sales Performance Effectiveness	2 Days	2024
5.	Strategic Talent Management : Recruitment Strategies	2 Days	2024
6.	Winning Attitude Program (WAP)	2-3 Days	2024
7.	Supreme Million Leadership Workshop	2 Days	2024
8.	Negotiation, Bargaining, and Conflict Resolution Program	2 Days	2024
9.	United Spirit Team Building	3 Days	2024
10.	Smartest Goal Setting Workshop	2 Days	2024

### Training Experiences / Training Topics Conducted

No.	Training Programs Conducted	Days	Year
1.	D.I.S.C Characteristics Analysis of Your Potential Clients	1 Day	2023
2.	Excellent Customer Services Workshop	2 Days	2023
3.	Fundamental in Real Estate World	1 Day	2023
4.	Intensive Training Course for Real Estate Newcomer	3 Days	2023
5.	New Projects vs. Sub sales Career Analysis in Real Estates	2 Days	2023
6.	Leadership Management for Real Estate Team Leaders	2 Days	2023
7.	Team Bonding + Team Building for Internal Group	2 Days	2022
8.	Grow Your Mindset: Stress Management, Proactive and Strength Habits in Your Career	2 Days	2022
9.	Basic Training to Real Estate New Rookies (Monthly Conduct)	1 Day	2014 - 2022
10.	Automobile Treasure Hunts Team Building	2 Days	2017

**And Other Topics.**

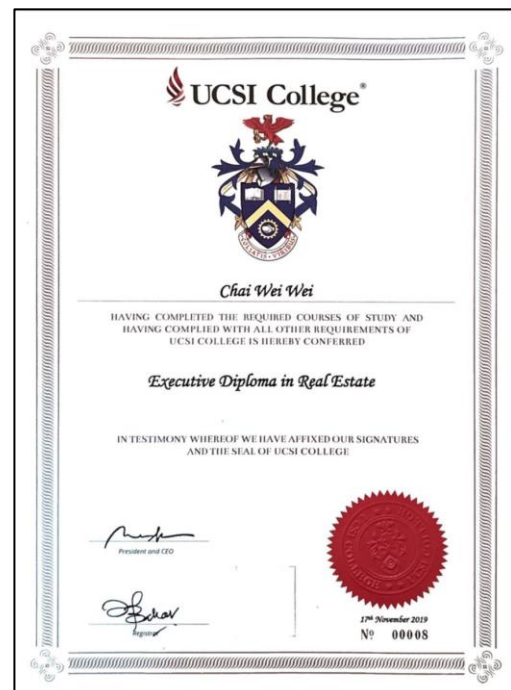
## Doctorate Degree of Business Administration (DBA) – Student ID from UNITAR International University Prove



## Awarded Certificates in Education Qualifications



MBA Degree in University of  
East London, UK



Executive Diploma in  
Real Estate, UCSI

## Awarded Certificates in Training Qualifications



International Certified  
Professional Trainer\_IPMA, UK



Certified Professional Trainer  
East London, UK



Certified Member of IPMA, UK



ICPT, CPT AND MPMA  
ID CARDS\_IPMA, UK

## Awarded Certificates in Training Qualifications



HRD Corp Accredited Trainer



HRD Corp Exemption Trainer



## Training Activities : In House Training

From Strategies to Ultimate Success: Humanizing Strategies to Enhance Sales Performance Effectiveness with Business Model Canvas (BMC) for BLP Agency, NIRVANA Asia Group Bereavement Care Service Senior Advisors at CO3 Social Office, Puchong.





## Training Activities : In House Training

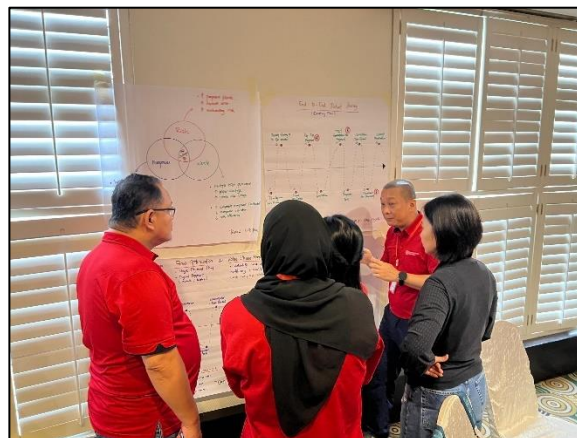
Essential Working Attitude Program for Momentum Commerce at Menara Amplewest, Kuala Lumpur.





## Training Activities : In House Training

Co- Training of United Senior Leadership Team Building for Hospital Top Management at Saujana Resort Hotel, Shah Alam, Selangor.



## Training Activities : In House Training

Tailored Team Building for Real Estate Agent, Oriental Realty at Sime Darby Bayu Resort, Port Dickson.





## Training Activities : In House Training

Various Real Estate Industry Training Development Topics for Different Agencies and Internal Group: Sales Strategies, Leadership, Recruitment, Talent Management, etc.





## Training Activities : In House Training

### Others Co-Training + Team Building Programs







**Thank You!**

**Contact Me For More Training Discussion and  
Information If My Profile is  
Reaching to Your Company Standard or Your  
Client Demands, Needs and Requirements.**

