



UNIVERSITI
TEKNOLOGI
MARA

Cawangan Melaka

FACULTY OF BUSINESS AND MANAGEMENT

BACHELOR OF BUSINESS ADMINISTRATION (HONS.) MARKETING

INDUSTRIAL TRAINING

(MGT666)

INTERNSHIP LOGBOOK

COMPANY:



TZY PROPERTIES SDN BHD

SUPERVISOR:

TAY ZHI YANG

DURATION OF TRAINING:

3 MARCH 2025 – 15 AUGUST 2025

ADVISOR:

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EXECUTIVE SUMMARY

This report outlines my six-month internship at TZY Properties Sdn Bhd, a real estate firm located in Seremban and part of Homecity Real Estate Sdn Bhd. I obtained valuable practical experience through the internship, particularly in client service, marketing, and sales. Throughout my internship, I was involved in arranging property viewings, preparing sales documents, engaging with prospective clients, and assisting real estate agents with their promotional efforts. Moreover, I effectively sold a residential property in Taman Bandar Kuala Pilah from the beginning of marketing to the execution of the Sale and Purchase Agreement (SPA).

During the internship, I also evaluated the company's position in the market using a SWOT analysis. I learnt that TZY Properties faces challenges like market saturation and digital competition, despite having a strong network and growing in recognition in Negeri Sembilan. Through my internship, I developed my teamwork and communication skills, learnt how to handle practical tasks, and gained valuable knowledge about the real estate sector. This experience has influenced my career path, and I am now more prepared and confident to enter the field.



ACKNOWLEDGEMENT



Above all, I want to thank Allah SWT for providing me with the patience, health, and stamina I needed to finish both my internship and this report.

I also want to thank TZY Properties Sdn Bhd, my internship company, for providing me with the chance to observe a real-world real estate industry workplace. Special thanks should be given to my supervisor, Mr. Tay Zhi Yang, and every employee who helped and encouraged me throughout the course. Their confidence and willingness to share their expertise were crucial to my growth both personally and professionally.

Also, I would like to thank my academic advisor, Madam Noraishah binti Kamarol Zaman, for her constant encouragement, support, and enlightening critique throughout my internship. Lastly, I would like to thank my family and friends for their constant support and encouragement, which allowed me to stay motivated and focused throughout the entire process.

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