

FACULTY OF FILM, THEATRE AND ANIMATION (FITA) UNIVERSITI TEKNOLOGYI MARA (UITM)

COURSE CODE / NAME:

ENT 530 - PRINCIPLES OF ENTREPRENEURSHIP

LECTURER:

NURHUDA HAJI NIZAR

(PORTFOLIO SOCIAL MEDIA – RIELKIES)



NAME:
MUHAMAD HARITH HAZWAN BIN SAZALI

STUDENT ID:

2019814916

PROGRAM / GROUP:

FF237 / FILM MANAGEMENT

i. ACKNOWLEDGEMENT

I would like to thank my lecturer, Madam Nurhuda for his guidance throughout the project. He is a very great help to me, as well as for his patience and wisdom in guiding us. For my classmates, I would like to thank them for utilizing their knowledge of entrepreneurship in social media. Throughout this project, I learned a lot about doing business online and that it's not an easy journey to progress and successful businessman. All down in business can only

be overcome with diligence and improvement can be achieved through hard work. Through this problem, I managed to become more organized and mature in dealing with the problems that happened during my business. This portfolio includes social media businesses using my social media platform on Facebook, this refers to sales revenue, creating soft sales, creating hard sales and creating teasers to the exciting project.

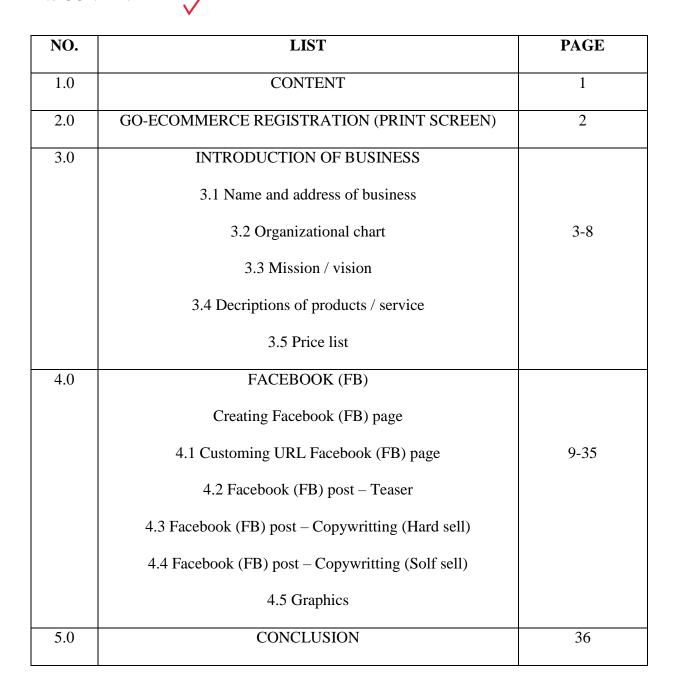
ii. EXECUTIVE SUMMARY

Product Rielkies offer foods involving some types of products from the Rielkies brand, comprising Riel Ball With Berries, Real Mini Crunch with Berries as well as cookies. Here are among the products of Rielkies by Aeril Zafrel. This is to give customer therapies to make them more options for this Rielkies product. Here is that it identifies that society nowadays prefer food that is flagged as their snacks. Based on the price it is very reasonable because it refers to the product released by Rielkies very good quality. Therefore, it is not surprising that the price offered for each type of product is affordable and fulfill the taste of society. General we know chocolate is very suitable for every group to enjoy it because it is a food that has a nutrient as well as a mixture of berry fruit in this Rielkies product. It is also a reasonable price for this product. It also targets children, families and students to buy this product.

The delicious marketing of Rielkies products is to emphasize the quality and price of the product. It offers affordable prices as many people want to buy this product especially food enthusiasts in Malaysia. Therefore, I develop a marketing strategy that gives a traction to buy this Rielkies brand to the community. It tastes delicious and its highest quality products. Delicious Rielkies Management consists of Muhumad Harith Hazwan bin Sazali who sells and promotes this product well to customer.

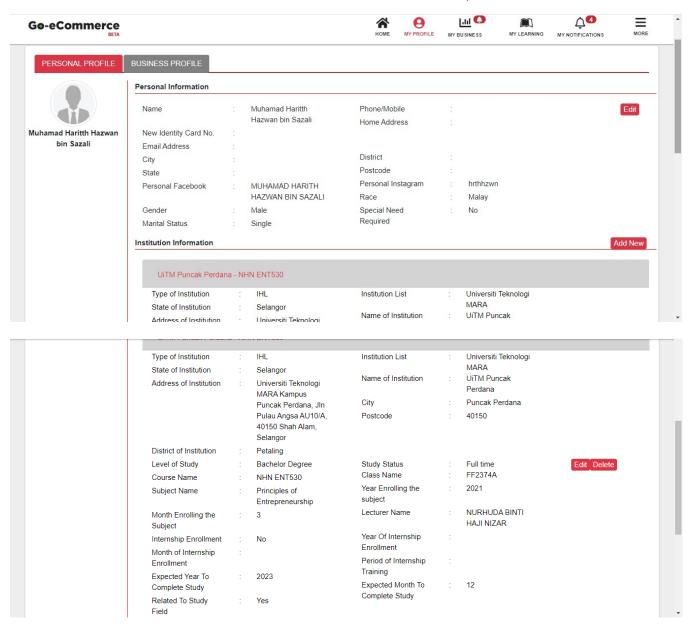
I must also raise my profits for not to disrupt capital during this sale and ensure prudent spending for my products to avoid falling profits. I must promote products through social media in Malaysia through Facebook. It also teaches me to use the Go-eCommerce portal to record sales. It is a challenge for me to sell this product as my individual project.

1.0 CONTENT



2.0 GO-ECOMMERCE REGISTRATION (PRINT SCREEN)





3.0 INTRODUCTION OF BUSINESS

3.1 Name and address of business

The name of the product sold is Rielkies product. divided into two types, namely:

- Riel Ball with Berries
- Real Mini Crunch with Berries

The production of this product is located in the state of Selangor through the production of finished products from the factory. The business address is not identified because it does not want to be known to the public. However, for agents like me who have sold Rilekies products, this is located in the state of Johor. Address: 34/2 Jalan Selatan, Persiaran Bharu, 86800 Johor.

3.2 ORGANIZATIONAL CHART

MASTER LEADER: AERIL ZAFREL



GREAT MANAGEMENT: EN.QAYYUM

MARKETING EXPERT:

COACH DZARRIN

FOOD TECHNOLOGY EXPERT:

CHEF ZULIKHWAN





AGENT RIELKIES: M.HARITH HAZWAN BIN SAZALI





Their Role

• The Rielkies will be driven by his General Aeril Zafrel who will work hard to bring the Rielkies to the highest level. Known as a FB & Instragram Marketing expert, you will also be mentored by Coach Dzarrin. Every war team needs sound management. Therefore, En.Qayyum will organize a team to move further forward. Not only that, we also have a food technology expert, Chef Zulikhwan, to make sure that every Rielkies product satisfies everyone's taste.

3.3 MISSION / VISION

VISION

• Become the No.2 food brand in Asean by 2026

MISSION

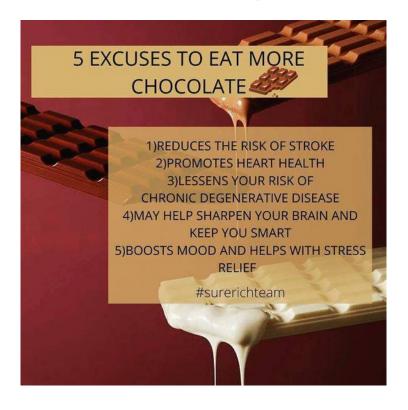
- To produce 30 new millionaires nationwide by 2021
- Train and produce 10,000 rielkies food entrepreneurs by 2022
- Create 500 job opportunities nationwide by 2023
- Open rielkies branches in every state in Malaysia by 2023
- Ensure that each reseller rielkies has a personal savings of RM 10,000 and above

TAGLINE RIELKIES: "Lekat di Gigi, Lekat di Hati"

OUR GOALS ARE NOT NONSENSE

From the beginning, Team Rielkies has sculpted the VISION & MISSION of the team. Because we realize, that our journey is not just a "Hit & Run". We want to build an empire that will stand firm in the future. Therefore, a clear and structured GOAL will help the whole team move far ahead. This is our SACRED promise for the Rielkies team.

3.4 DECRIPTIONS OF PRODUCTS / SERVICES



(Figure 1:show 5 excuses to eat more chocolate)

1. How long does the rielkies expire date?

• The expiry date of Rielkies is 3 months from the date of manufacture.

2. What materials are available in Rielkies

• The materials are as follows: premium chocolate, cereal, vegetable oil, dry cranberri, full fat milk.

3. Rielkies ni product from which yes?

• Malaysia's local Muslim products.

4. How many types of Rielkies products are there?



There are 2 types of products:

- Riel Ball with Berries
- Real Mini Crunch with Berries

5. Rielkies Storage Ways

• After opening, be sure to close tightly and save in room temperature. No need to be stored in the refrigerator.

3.5 PRICE LIST

INFO PRICE PRODUCT RIELKIES:

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There are 2 types of products:

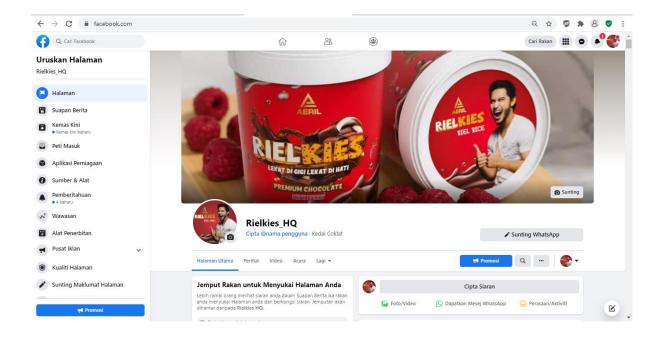
- Riel Ball with berries
- Riel Mini Crunch with berries

The price of Peninsular Malaysia for Riel Ball / Riel Mini Crunch is RM 16.00 while for the price for Sabah Sarawak for Riel Ball / Riel Mini Crunch is RM 21.00. The following is due to the remote transmission distance of the extra charge. This price is very affordable because this product also uses high quality Chocolate Premium to meet the tastes of vercilat fans. This is also due to soft and crispy ball / rice / minchcrunch and high quality taste. For Combo purchases only RM45, with 300 grams weighing.

4.0 CREATING FACEBOOK (FB) PAGE



Based on the figure below is a page for Rielkies_HQ products sold by me. This page is my own and only sells Rielkies products. For now, I have got some people who like this page. On this social media platform, Facebook, I am very active in making sales by always posting about these rielkies products. In addition, there are several focus groups for me to get it as a customer for this Rielkies product because I know this product is able to find a place in the hearts of the community.



4.1 CUSTOMING URL FACEBOOK (FB) PAGE



This is the Facebook page link for Rielkies_HQ products that I sell as an agent to achieve high sales.

https://www.facebook.com/Rielkies_HQ 101641772148754/?ref=pages_you_manage

4.2 FACEBOOK (FB) POST – TEASER

Here is a post related to the product teaser which aims to attract the public's interest in this Malaysian brand product, namely Rielkies. Every thing posted here is a teaser for Rielkies products. This is also my business strategy to achieve high sales. All the sentences posted are sentences that I built myself.















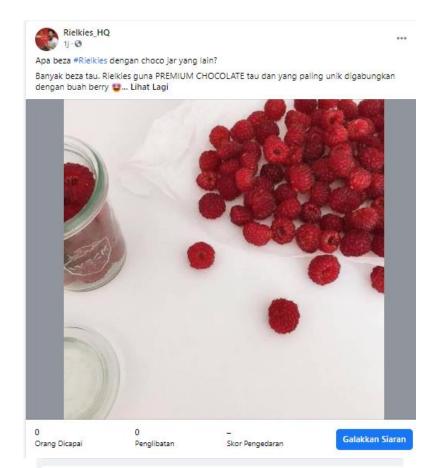














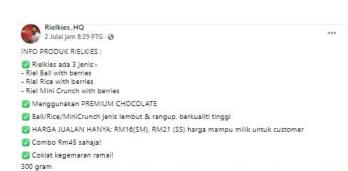
4.3 FACEBOOK (FB) POST – COPYWRITING (HARD SELL)

Here is a post related to Hard Sell products that aims to attract public interest in this Malaysian brand product, namely Rielkies. Each of these posted items is a sales technique I am more emphasizing in terms of price and sentence to customers for Rielkies products. This is my business strategy to get customers for these Rielkies products.

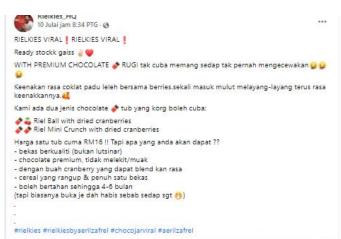


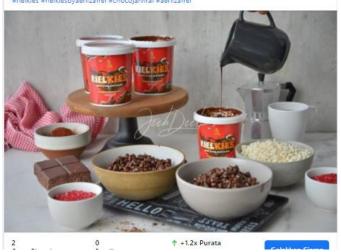












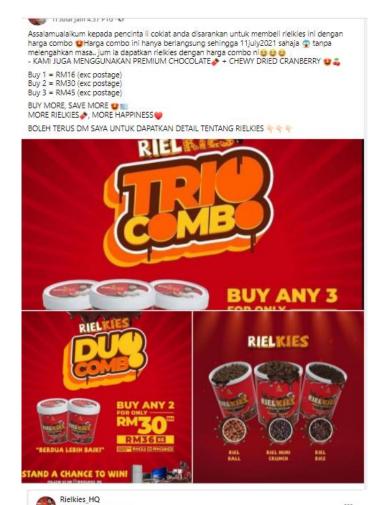








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Rielkies_HQ



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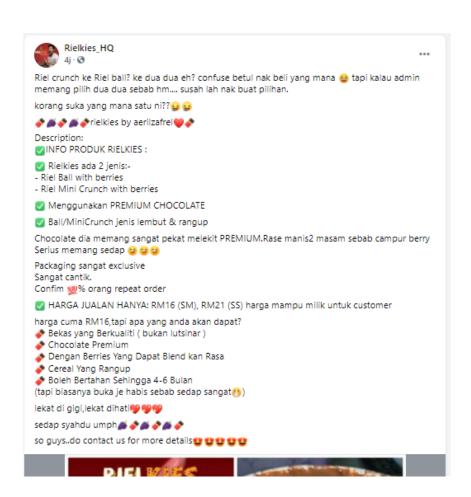


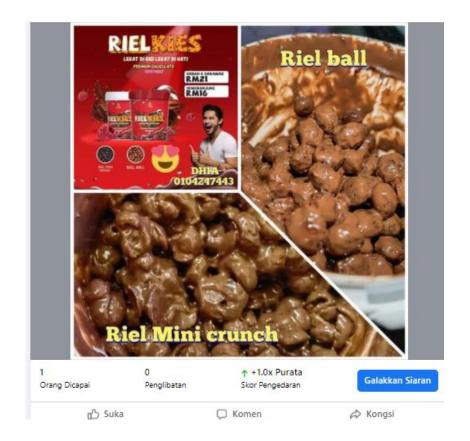


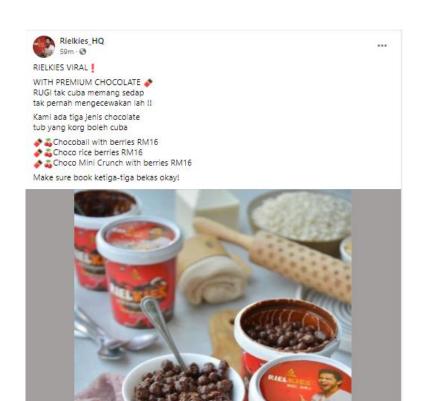


Rielkies MIX & MATCH !! Mai cepat sapa yang mengidam lama tu boleh grab yal \clubsuit free postage, DM SEKARANG $\red{}_{>}$











4.4 FACEBOOK (FB) POST – COPYWRITING (SOFT SELL)

Here is a post related to Solf Sell products that aims to attract public interest in this Malaysian brand product, namely Rielkies. Each of these posted items is a sales technique I am more emphasizing in terms of price and sentence to customers for Rielkies products.

This is my business strategy to get customers for these Rielkies products.











WITH PREMIUM CHOCOLATE 🎤 RUGI tak cuba memang sedap tak pernah mengecewakan lah !!

Kami ada tiga jenis chocolate tub yang korg boleh cuba

Chocoball with berries RM16
Choco rice berries RM16
Choco Mini Crunch with berries RM16

Make sure book ketiga-tiga bekas okay!





















Musim semua kena WFH ni, lockdown ni jangan pergi mana-mana tau, duduk rumah!

Tapi kena lah grab Rielkies jadi peneman korang 😅 😅 Tak puas satu tau, confirm berebut 😷 👄

#rielkies #rielkiesbyaerilzafrel #minicrunch #rielball #cookies





MORNING GUYSSS **

Pagi pagi macam ni mood kena happy dan ceria sebab mood pagi penting untuk menentukan mood kita sepanjang hari.

So setiap pagi kena tanamkan rasa syukur, gembira, positif & bahagia 🌉 Ucapkan syukur, Terima kasih Allah, dan niatkan apa apa yang kita lakukan sepanjang hari kerana Allah 🖖

Korang tau tak COKLAT salah satu mood booster untuk buatkan kita rasa happy, gembira & bertenaga? 😉

Pastikan dapat sarapan yang penuh nutrisi & bekalkan tenaga untuk kita di pagi hari. Kalau tak tahu nak sarapan apa boleh pilih RIEL BALL dari rielkies confirm MANTOP



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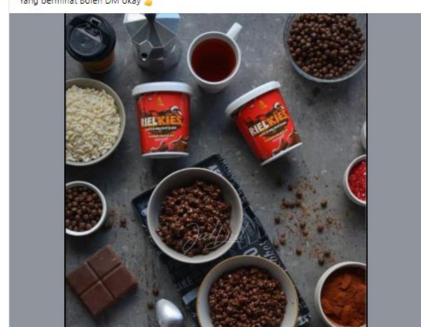
Rielkies_HQ
4j · ③
Sedapnya petang-petang ni kalau dapat rielkies ! Jom korang mana yang belum rasa tu tak











4.5 GRAPHICS

The following shows some of the customer responses after getting this Rielkies product, as well as feedback from customers who liked our products. In addition, this is also our sales record to ensure that Rielkies products always have a place in the hearts of customers.



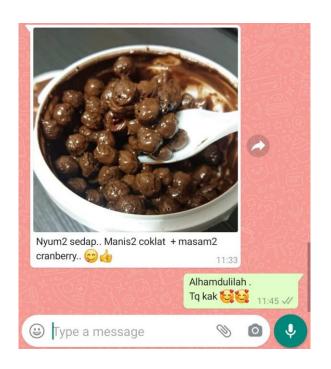














5.0 CONCLUSION

In conclusion, based on my business activities by making sales for Rielkies by Aeril Zafrel products, it has received a very good response from various parties. Here also, every item posted by me on this Rielkies_HQ page is intended to give awareness to the community about the existence of this rielkies product. Accordingly, each post made has its own type, such as for product teasers, hardsell and softsell product sales, as well as product details. The following is to attract more customers to get this product produced by Aeril Zafrel, which is chocolate food which has always been the food of choice for today's society, especially teenagers. The reason why I chose to be an agent for this Rielkies product is because I know this product that contains chocolate can find a place in the hearts of the community. Generally, we know there are benefits for a person if he is in a stressful situation. He can get chocolate food like these Rielkies because it is able to affect the stress faced to be calmer. Rielkies products also consist of good ingredients such as premium chocolate, cereals, vegetable oil, dry cranberries, full fat milk. In addition, this Riekies product is also able to last up to 3 months from the date of manufacture, and it is a Muslim product in Malaysia. Finally, I believe that the product I am selling is able to achieve high profits and achieve the mission for this Rielkies product.