





SOCIAL MEDIA PORTFOLIO MEXANIS EMPIRE ENTERPRISE PRINCIPLES OF ENTREPRENEURSHIP (ENT530)

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	(HONS) ENTREPRENEURSHIP
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Our research would have been impossible without the aid and support of our product buyers, not to mention friends who helped us a lot to share our products on their respective social media. From there, we can collect our sales results to indirectly succeed in this assignment. Besides that, we are also grateful that we can work this assignment together with full commitment and teamwork. We have carried out our respective tasks which have been divided very well.

EXECUTIVE SUMMARY

Mexanis Cosmetics is a local brand company that develops a cosmetics brand concept that provides consumers with benefits such as beauty and health. Our company's objective is to be one of the great and well-known local brands, alongside Syedewa Cosmetics, Duck cosmetics, and others. The primary purpose is to assist those with skin issues and a constant need to rush to get ready. The company intends to manufacture more low-priced items with high-quality ingredients and components.

At the end of June 2021, Mexanis was founded. Mexanis Cosmetics now offers tinted moisturizers for sale. Customers who have purchased our goods have provided us with a great deal of positive feedback, commending the product's non-sticky, silky, and easy-to-blend quality.

Because social media marketing makes it easier to spread the word about our products, this assignment required us to construct a Facebook profile to expand the business using social media. By doing so, we were also able to learn how to post for company products using teaser posts, as well as hard and soft sells.

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1.0 BUSINESS REGISTRATION

1.1 MyENT Certificate





1.2 SSM Registration (Sole proprietorship)

URUHANJA BORANG D (KAEDAH 13) PERAKUAN PENDAFTARAN **AKTA PENDAFTARAN PERNIAGAAN 1956** Dengan ini diperakui bahawa perniagaan yang dijalankan dengan nama MEXANIS EMPIRE ENTERPRISE NO. PENDAFTARAN: 202203128171 (003400972-D) telah didaftarkan dari hari ini sehingga 23 MEI 2023 di bawah Akta Pendaftaran Perniagaan 1956, beralamat di **Bil. Cawangan: TIADA** Bertarikh di SISTEM EZBIZ pada 24 MEI 2022. DATUK NOR AZIMAH ABDUL AZIZ Pendaftar Perniagaan Semenanjung Malaysia UserID: EZBIZ Date: Tue May 24 15:40:51 MYT 2022



2.0 INTRODUCTION OF BUSINESS

2.1 Name and address of business



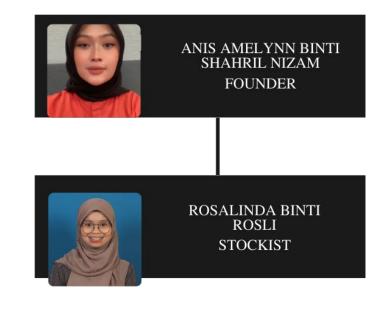
Figure 1 Mexanis's Logo

Mexanis Cosmetics is the company that supplies the essential cosmetics that are always in demand. The name Mexanis was composed of the founder's given name and her nickname. At the end of June 2021, Mexanis Cosmetics was formed. In Malaysia, tinted moisturizers are exceedingly uncommon. We drew inspiration from other nations and sought to raise awareness in the United States that cosmetics containing skincare ingredients offer an alternative option. Aside from that, we wished to offer women by resolving their difficulty in getting dressed, as the majority of women are always in a rush to be somewhere or to a meeting. Therefore, our concept at Mexanis Cosmetics, "your go-to necessities," will address the issue of ladies always looking presentable and radiant. The most crucial aspects of our tinted moisturizer are how easy it is to blend and how lightweight it feels. In addition, we are selling our product at an affordable price with high-quality ingredients because we want everyone to have the opportunity to purchase it and feel as though it is worthwhile.

Currently, we do not have an office. We have been storing the stock and doing the whole business from our home. All of our orders were settled by online transactions and postage. We provide postage using the fastest courier service which is J&T. This is to make sure our customers receive their package as fast as possible. Lastly, our business can be reached through our Facebook page (@Mexanishq) and all the inquiries can be made by our business contact number which is +6011-11536909.

2.2 Organizational Chart

ORGANIZATIONAL CHART MEXANIS COSMETICS



2.3 Mission and Vision

Mission

- We will establish a business with a strong, long-term successful future that delivers value for the benefit of all customers.
- Produce products that are able to solve customers' skin problems more effectively.
- Produces products at affordable prices but its effectiveness is the level of international products.
- Make customer complaints a key factor in product improvement.
- Work in teams to produce products that are more beneficial to customers.

Vision

- To be a brand that is well known locally and internationally.
- Changing business status from Enterprise to Sdn Bhd.
- Ensuring this brand is mentioned all over the world because of the need for women.
- Able to enter overseas markets famous for their beauty such as the United States, Korea and China.
- Ensure that this brand gets many certificates of achievement around the world.

2.4 Description of product/service

The Mexanis Tinted Moisturizer is a hydrating formula that has been intended to deliver a sheer coverage that can be built up to a medium level, and it has a natural glow finish. You can apply it throughout the day or at night, and it will provide a natural look while also giving the skin the appearance of being healthy, vibrant, and flawless when it is not covered by makeup. The ingredients of the Mexanis Tinted Moisturizer are the most significant aspect of the product because they provide a variety of benefits to skincare, including moisturizing and calming the skin. Hyaluronic acid and niacinamide were the two primary components of our product, and in addition, it has a sun protection factor of 35. As a result of the shade's very natural appearance and its ability to blend in seamlessly with our own skin tone, it is very well-suited for all varieties of skin tones. Mexanis Tinted Moisturizer can be utilized as an alternative to foundation in order to prepare the skin for the application of makeup. To achieve the appearance of flawless and faultless skin, a foundation is often applied to cover the skin. In contrast, Mexanis Tinted Moisturizer not only moisturizes the face but also evens out the complexion while doing so.

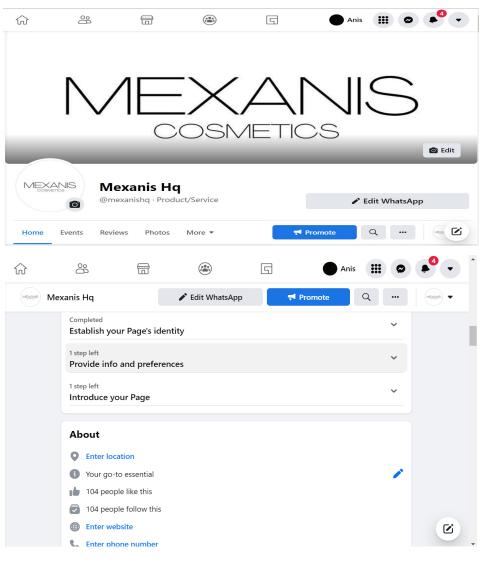
2.5 Price list



3.0 FACEBOOK

After we opened the business, we were given the task of creating a Facebook account for our business. The purpose of creating the account is to make it a place to promote our products, share product photos or customer testimonials as well as product videos, and of course most importantly to raise our product brand to be known around the world. In addition, having a Facebook account can make it easier for customers to find out more about our products. So, in this Mexanis Hq Facebook page, we have created facebook posts such as product teasers, soft sell and hard sell which are all related to our business.

3.1 Creating Facebook page



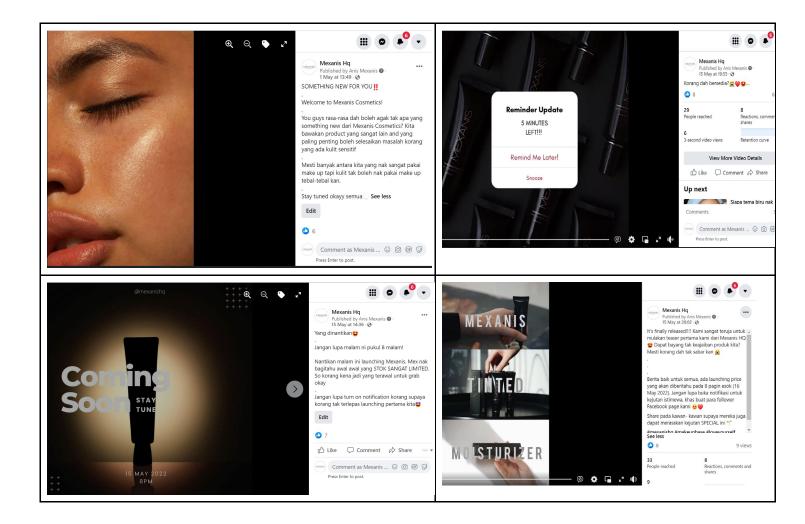
3.2 Costuming URL Facebook page

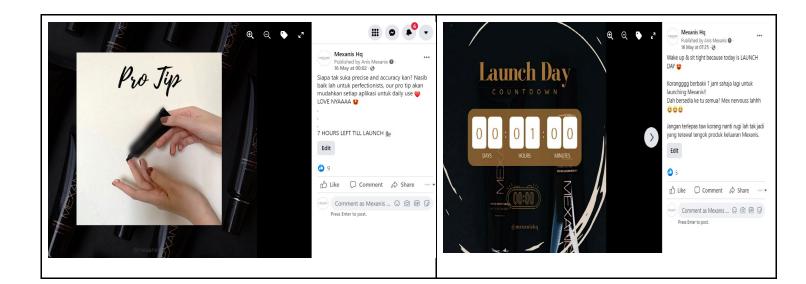
Mexanis Cosmetics Facebook name is @mexanishq and the customized URL

https://www.facebook.com/mexanishq/

3.3 Facebook post - teaser

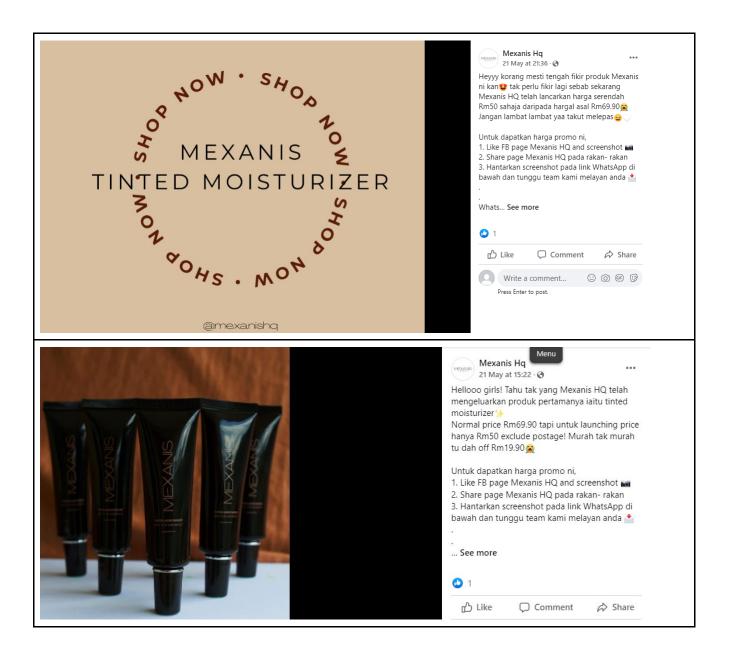
Teaser is a campaign to create a buzz about a new launching product. The most important part is to attract audience attention and also trigger excitement.

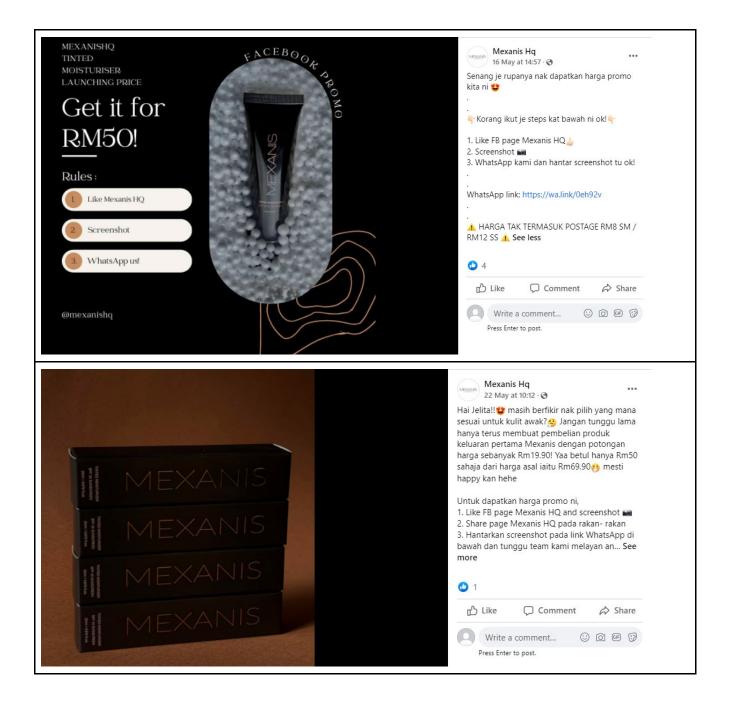


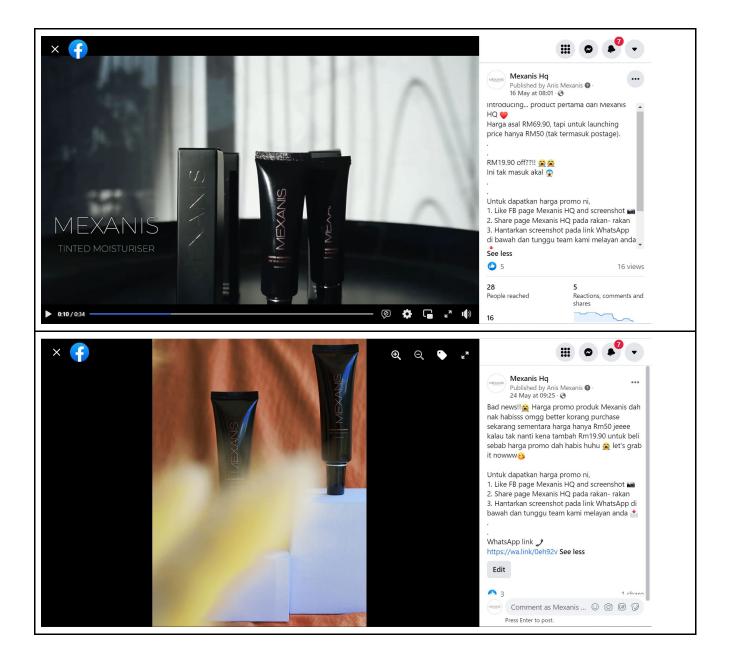


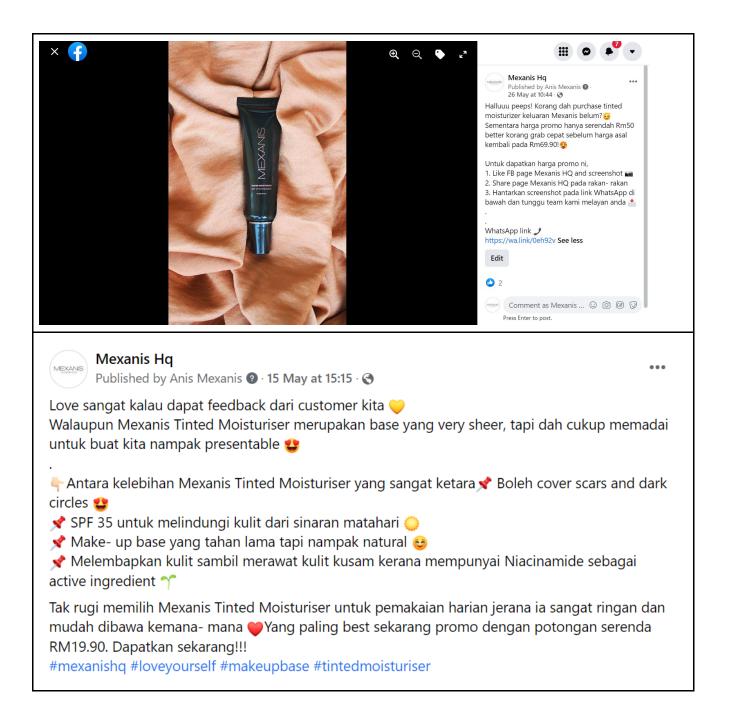
3.4 Facebook post- copywriting hard sell

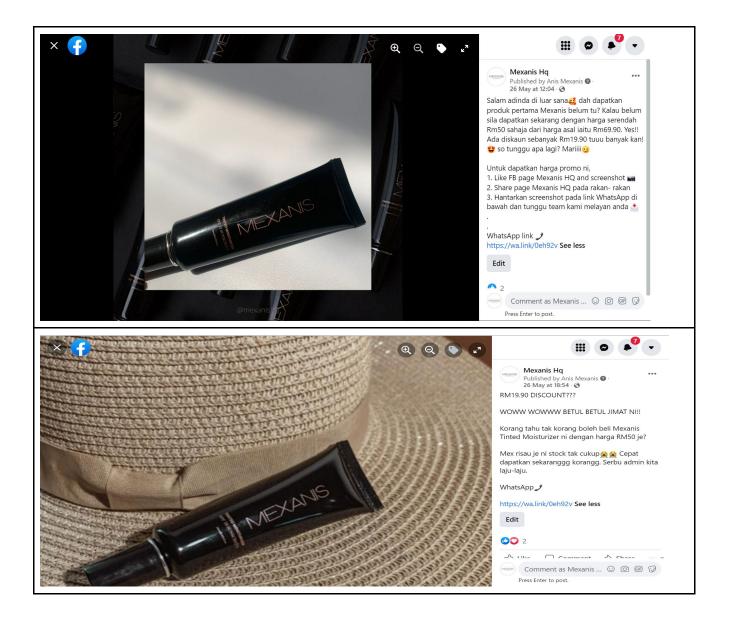
A hard sell is an advertisement that uses technique to persuade customers to purchase a product immediately. It is also described as an aggressive marketing technique that adopts direct-to-the-point content and is commonly packed with facts.

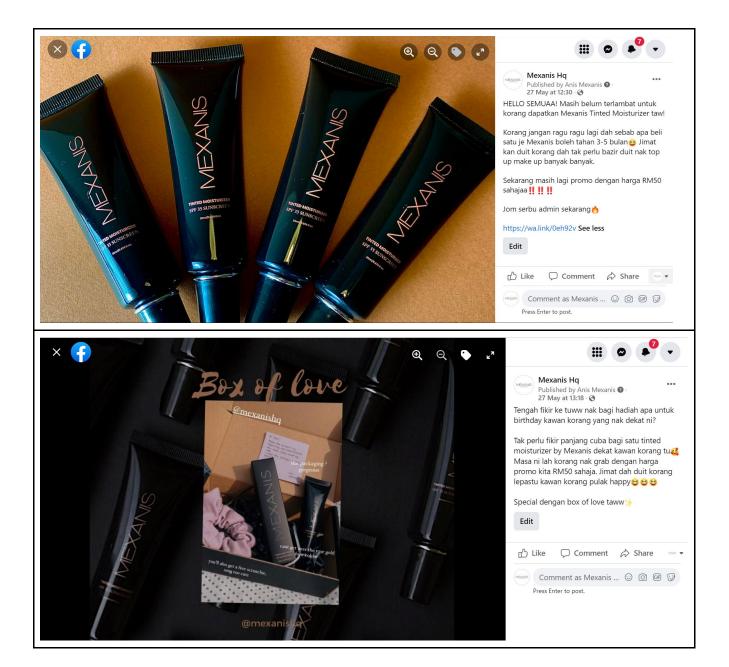


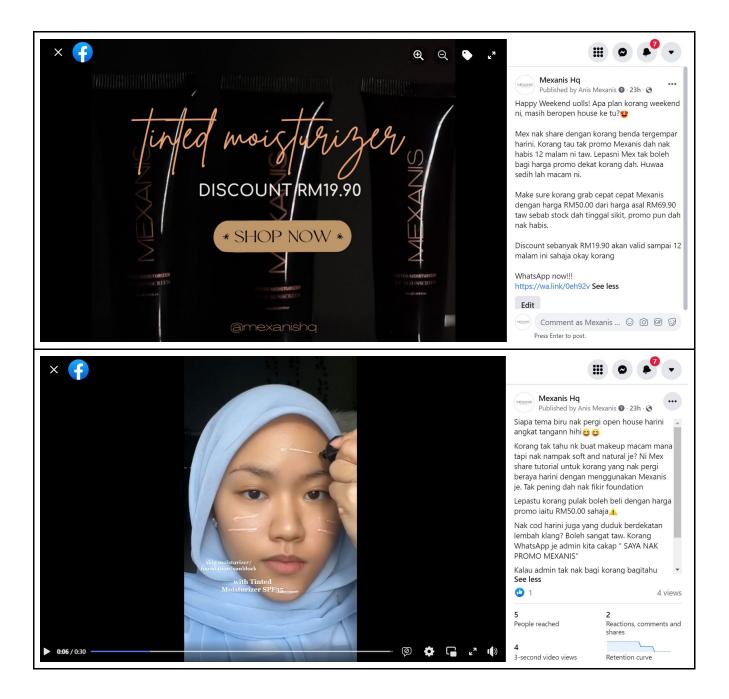


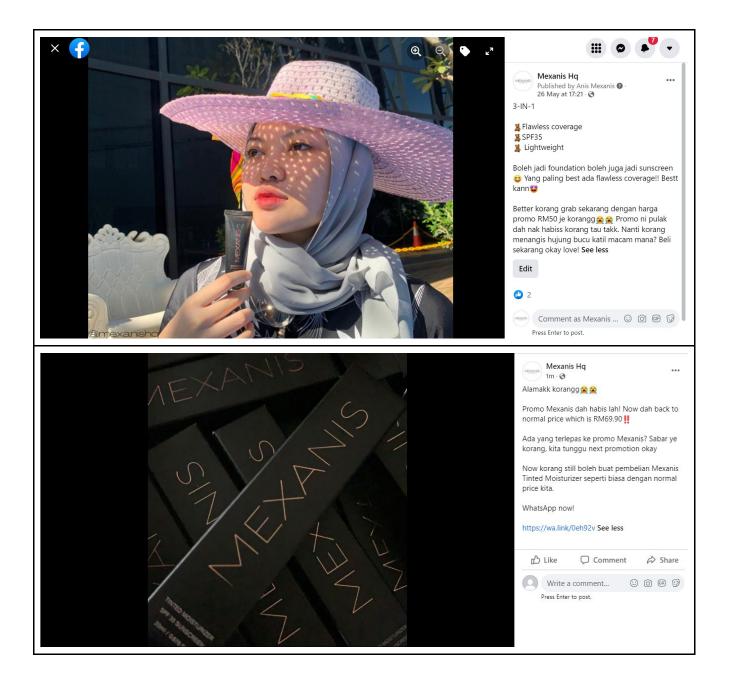


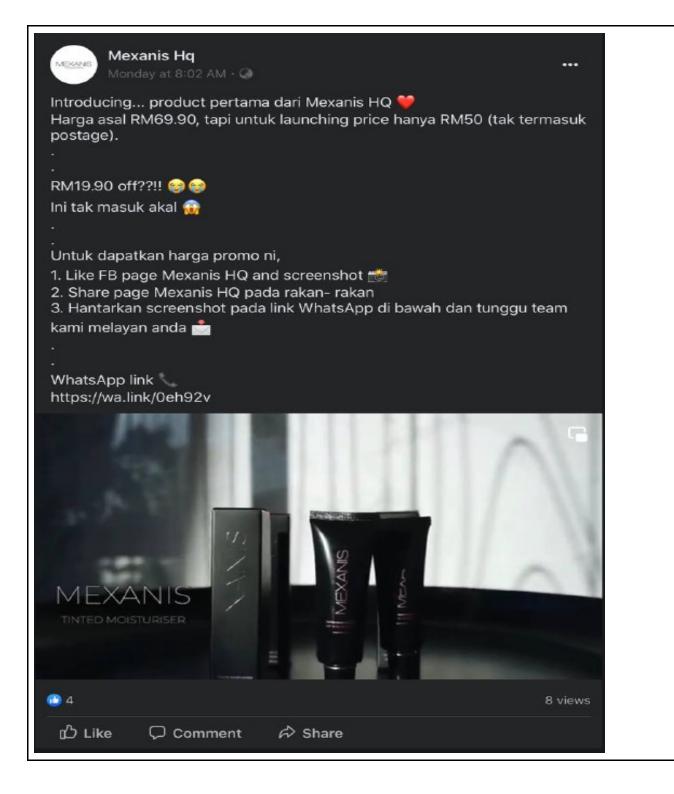






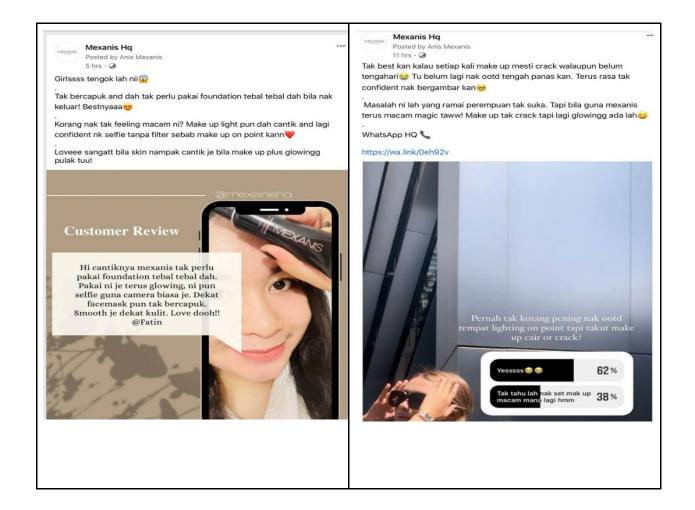


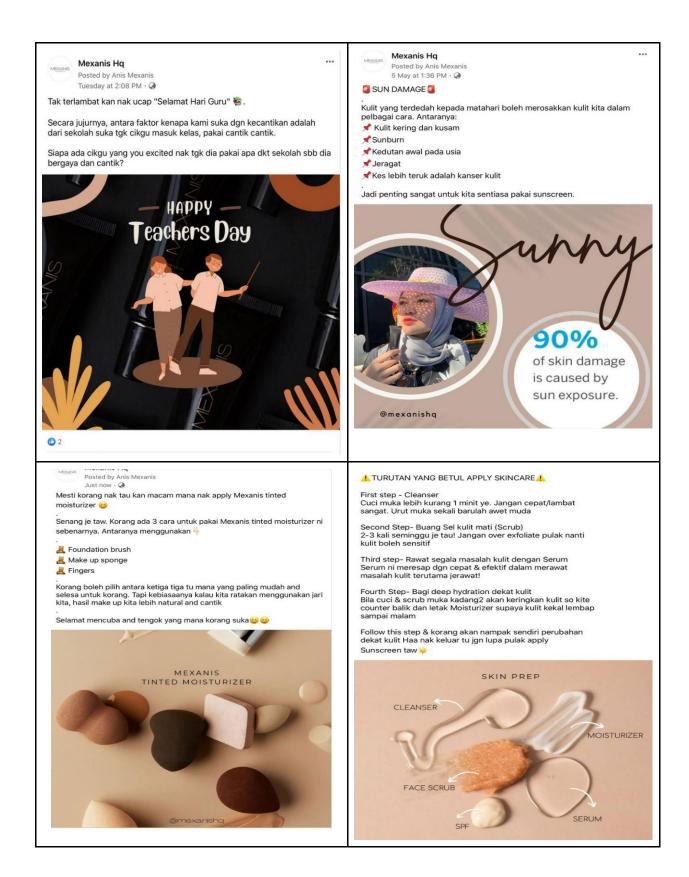


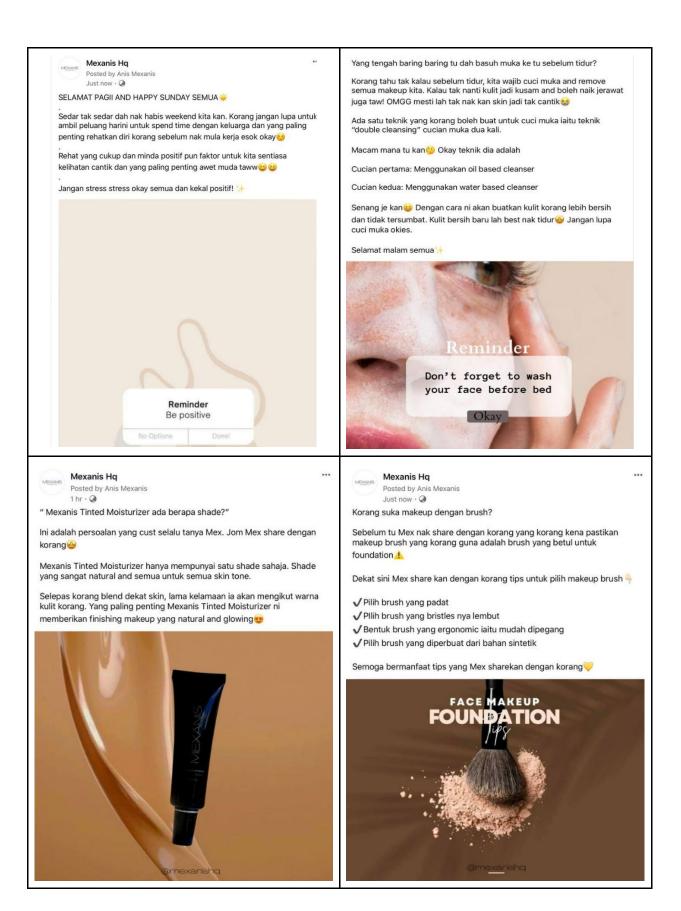


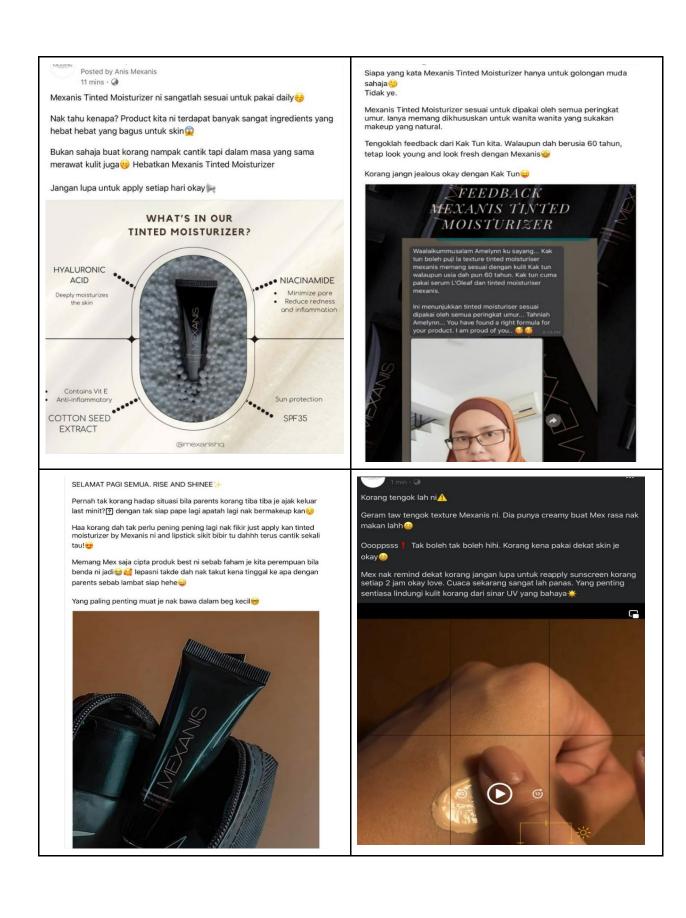
3.5 Facebook Post- Copywriting soft sell

A soft sell technique is most likely to use a conversational approach. This technique can build a relationship with customers and make customers feel comfortable to purchase our product. It is because we are not being too pushy for customers to make a purchase.





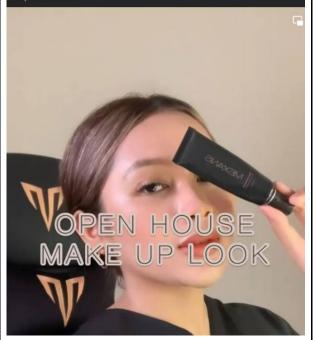






Malam nanti nak pergi open house tapi malas nak bermakeup? i Yela malam bukannya orang nampak sangat pun tapi still nak nampak cantik? i biasalah perempuan kan [?]

Jangan risau! Just calit ke tinted moisturizer by Mexanis ni dekat muka korang and ratakan jr YESSSS dah siap!! ⁽¹⁾ Tak perlu nak tambah foundation ke apa sebab memang dah cantik! ⁽¹⁾ Simple kann!!



Tak sukanyaaa bila nak keluar outing dengan kawan kawan dekat outdoor mesti makeup cepat crack dah mood hilang bila member ajak bergambar

Masalah ini la selalu membuatkan perempuan jadi moody tauuu tapi jangan risauu dengan adanya tinted moisturizer dari Mexanis, hilang segala masalah yang penuh di kepala tu

Tinted moisturizer keluaran Mexanis yang menjanjikan kulit menjadi lembut, tahan lama dan paling penting sekali tidak bercapuk dah takde moody dah lepasni gembiraaa je sepanjang masa ang Nak selfie pun dah tak perlu filter!

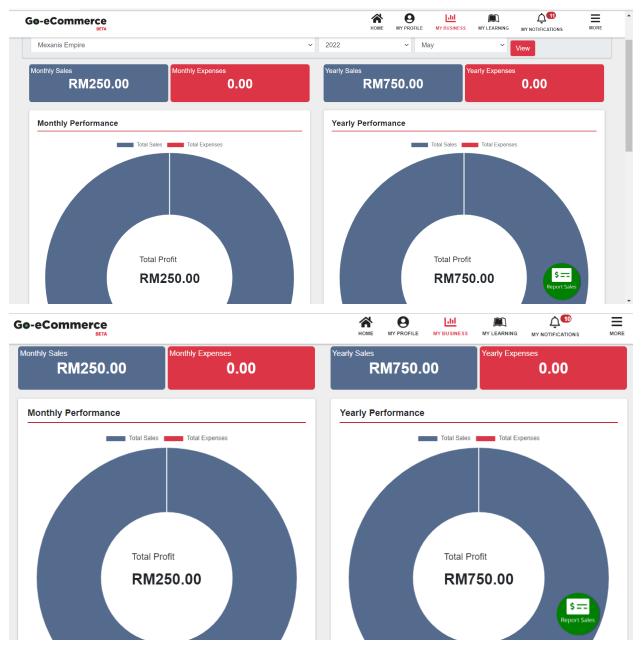
Tengok feedback kita ni

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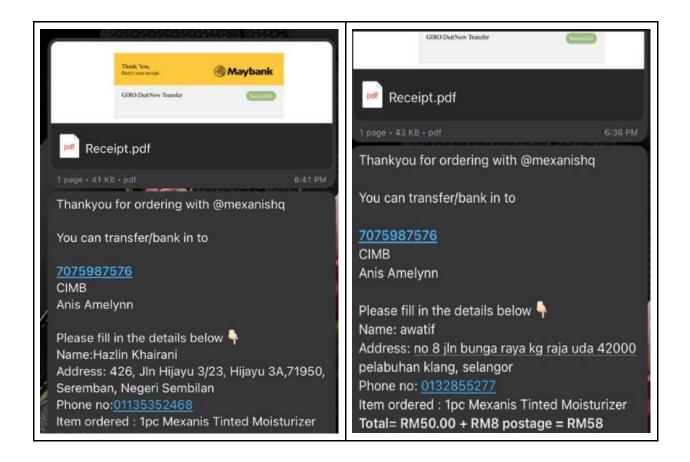


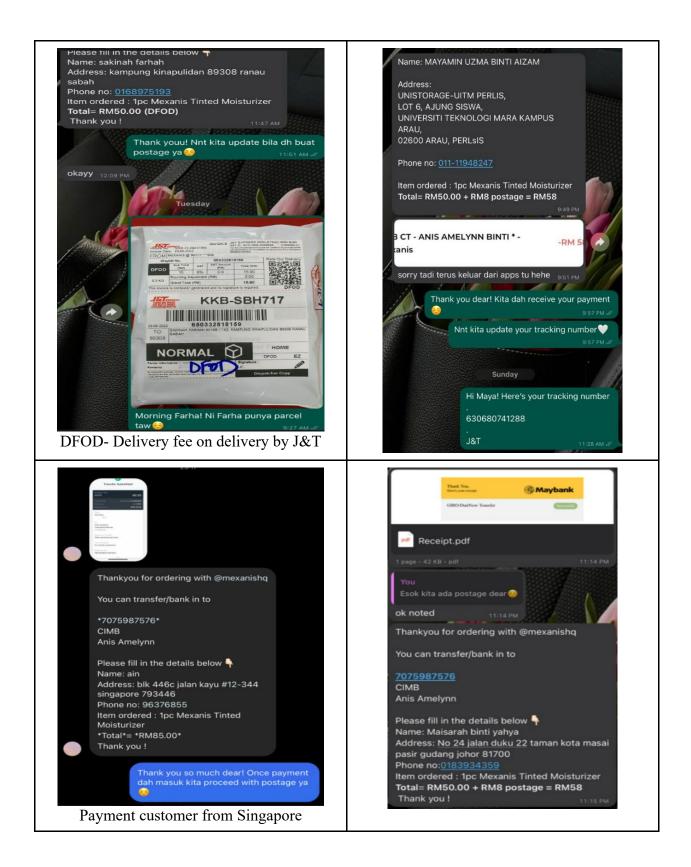
an

4.0 SALES REPORTING



4.1 Customers details





4.2 Customers airway bill



5.0 CONCLUSION

In conclusion, social media is the most important for businesses in this era. It can increase brand awareness to other potential customers. Social media like Facebook is a free and wide platform that has been used by people around the world. This will lead our brand to other people easily and quickly without any boundary. For example, potential customers simply interact with our posting by liking and commenting on it. This is the way to create an engagement with potential customers.

By doing this report, we are more understanding of social media marketing. It has increased our creative skills in solving problems, innovative and also critical thinking about how to attract audience interest in our product by unique copywriting. When it comes to social media we have to learn how to blend with different levels of ages. For example, in Facebook

This dynamic approach to marketing makes perfect sense in a day and age where social media is constantly evolving.

There are many advantages of social media to the sale of our products so that it can boost our sales results to reach targets that we did not expect. This is all because of the viral power of social media especially on Facebook, indeed many entrepreneurs use this platform to drive their sales. This is because this application has long existed causing many users of various ages though. No wonder if this Facebook application is used as a platform for people to make a living by selling their products online. Therefore, social media is very accurate and effective for entrepreneurs to expand their business.