



Charles Christian Lorilla

+66-91738-8431 · charles.christian.4716@gmail.com ·

97/42 Rangsit-Nakhonnayok, Beung Yitho, Khlong 3, Thanyaburi, Pathum Thani

BUSINESS DEVELOPMENT

Highly motivated and results-oriented professional transitioning to Front-End Development. Bringing a strong foundation in business acumen, project management, and problem-solving from a successful career in Business Development at BIW Products. Eager to leverage a passion for innovation and a detail-oriented approach to build user-centric and visually appealing web experiences.

KEY COMPETENCIES

Node.js
HTML5
CSS

React.js
Business development
Language (English, Thai, Filipino)

ERPs (SAP, BlindMatrix)
MS Office 365
Full Stack Development

PROFESSIONAL EXPERIENCE

BIW Products

Aug 2023 - Present

Business Development / Analyst

Results-driven Business Development/Analyst professional with a proven track record in identifying growth opportunities, conducting market research, and analyzing financial data. Skilled in developing strategic business plans, fostering key relationships, and implementing initiatives to drive revenue and enhance organizational performance. Strong analytical, communication, and problem-solving abilities, coupled with a keen business acumen to contribute effectively to the team's success.

Responsibilities:

- Served as a trusted advisor to the CEO and GM, providing insights and recommendations on a variety of business issues.
- Contacted foreign suppliers, negotiating business, meeting important customers.
- Analyzed and provided solutions to various issues within the company.
- Responsible for developing and maintaining the organization's operating system (ERP).

LIXIL (American Standard)

Apr 2022 - Dec 2022

Category Marketing Management Trainee | Internship

Gained valuable learning experience that helped build a strong foundation for my career. Gained a broad understanding of the business, developed key skills and knowledge, and worked on challenging projects with experienced managers.

Responsibilities:

- Led the implementation of the Water Saving Certification of MWA
 - Prepared market reports and presentations, highlighting key findings and recommendations for strategic decision-making.
 - Conducted price elasticity studies to assess consumer demand and price sensitivity within the market.
 - Contributed to the development of marketing materials, such as brochures or presentations.
 - Assisted in monitoring and analyzing marketing metrics and performance.
 - Coordinated internal communications between the content team and broader leadership
-

EDUCATION

Rajamangala University of Technology Thanyaburi | Graduation Year 2023
Bachelor of Business Administration

WeStride | Completion Year 2024
Full Stack Development Bootcamp Certificate

CERTIFICATIONS

Rajamangala University of Technology Thanyaburi
Bachelor of Business Administration
Cum Laude (GPA 3.58)

TOEIC® (April 2023)
Listening and Reading (Score: 965)
