

APISIT ORATAI

Pom Prap Sattru Phai., Bangkok • 092-415-4195 • apisit.ort@gmail.com

Website: mueangapi.github.io/ApisitOratai/

GitHub: Mueangapi

LinkedIn: Apisit Oratai

I'm 25 and currently work as Management Trainee at Krungthai Bank, I work mainly as an analyst who always seek new growth engine for the bank. From my experiences both jobs and hackathons I've tackled many pains of our customers. With my abilities could perform both business and programming I think I'm the one you're looking for.

Skills & Proficiencies

- **Technical Skills:** Python, SQL, HTML, CSS, Javascript/Typescript, API (REST), Azure, Machine Learning, Data Science, Power BI, AI Automation, Git, SDLC, ClickUp (Project management), Budget Planning and Customer journey mapping.
- **Languages:** English (TOEIC 850), Thai (Native)
- **Certifications:** Google Data Analytics Specialization, Data Scientist Professional Certificate (DataCamp)

Experiences

Krungthai Bank Public Co., Ltd.

Management Trainee for Credit Analyst.

Aug 2023 - Present

- **Initiate** projects in both **process improvement** and **uplifting customer experience**.
- Performs Project Financial Feasibility.
- Corporate Business Analysis - all aspects of Finance, profitability, liquidity and credit risk.
- Successfully engaged in cross-departmental collaboration, working with multiple teams to achieve company-wide objectives and drive impactful results.

CP Axtra Public Co., Ltd.

Management Trainee (Business Development).

Nov 2022 - Feb 2023

- Customer acquisition without cost **initiative**.
- **Initiate** new project to penetrate the newest market opportunity.
- **Process Improvement** and optimize process from logistics to retail stores.

Bualuang Securities Public Co., Ltd.

Investment Consultant - Bualuang Securities.

May 2022 - Aug 2022

- Investment **Product** Life-Cycle Development.
- Create Dashboard and Report.

Competitions & Awards

Microsoft 365 copilot showcases by AIS x Microsoft x Krungthai.

Oct 2024

Top 5 showcases

- My topic relate to "AI Automation in Loan process" (Agentic, RAG, Document Automation)

Makathon Prox Competition by Makro.

Apr 2024

2-Days Hackathon 10 team round

- My topic relate to "Create Network and Local business Development" I name it "The Referral Prox" Aiming to turn customers into a partner which bring long-term commit growth.

Wolf Hack by Krungthai.

Mar 2024

1-year Hackathon

- My team focused on "Transform Bank with new technology" I focused on bringing GenAI to loan origination platform and new growth engine.

Education

Bachelor's degree, Economics. Grade 3.19

Aug 2018 - Apr 2022

Kasetsart University (Bangkheng)

- Relevant coursework in **Resource Management**, Economic Models, Statistics, Profit Maximization and **Financial** Projection.