

APISIT ORATAI

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As a 25-year-old Management Trainee at Krungthai Bank, I focus on identifying and developing new growth opportunities. My experience in analytical roles and hackathons has given me a strong understanding of customer pain points and the ability to create innovative solutions. With my blend of business acumen and programming skills, I am confident I can make a significant contribution to your team.

Skills & Proficiencies

- **Technical Skills:** Python, SQL, HTML, CSS, Javascript/Typescript, API (REST), Cloud (Azure), Machine Learning, Data Analysis, Power BI, AI Automation, Git, ClickUp (Project management), Financial Feasibility, User Story 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 **Process Reengineering** and **Customer Acquisition**
- 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 (Bangkhen)

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