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MISS PLOYPISITH SRITAKURD

OBJECTIVE: A highly organized and hard-working individual looking for Executive Accountant, Project Coordination, Sales position or a job that corresponds to my ability to gain practical experience and expanding my skills.

PERSONAL INFORMATION

Name (in Thai):	นางสาว พลอยพิสิฐ ศรีทาเกิด	Name (in ENG):	Ms. Ploypisith Sritakurd
Faculty:	Faculty of Engineering	Major:	Production Engineering
Sex:	Female	Marital Status:	Single
Nationality:	Thai	Religion:	Buddhism
Date of Birth:	7 February 1995 (28 years old)		
Permanent Address:	154/9-10 Prasarnmaitri Rd., Soptui Subdistrict, Mueang Lampang District, Lampang 52000		

EDUCATION

2013-2016	Bachelor's Degree of Production Engineering, Thai-Nichi Institute of Technology (GPA: 3.04)
2010-2012	High School Certificate Equivalent, Bunyawat Wittayalai School, Lampang (GPA: 3.36)

SKILLS

Languages Skills: Writes and communicates intermediate in English (**TOEIC Score 625**) and Fundamental Japanese.

Computer Skills (Software, Hardware): AS400, Galileo Linux, MS Office Tool (Word, Excel, Power Point), CREO View, DraftSight, Clickup, Uipath, Ladder, CATIA and CAD/CAT Basic.

Special Skills: Pleasant Personality, Good Negotiate skill, Organizational and time management, Good human relation and Coordination, Good teamwork, Thinking Positive, Flexible Characteristic, High sense of responsibility and Punctual, Honest and reliable, Able to solve unexpected problem, Experience is unnecessary but willing to learn new challenging and always develop my skill and share knowledge to my team too.

WORK EXPERIENCE

14 Feb 2023 – Present **Position:** Senior Sales Executive (Government Customers), **Brainergy Company Limited**

- Coordinating with sales team Including other teams that's concerned in process to achieve the job goals successfully. Attend a broad range of meetings with other departments in collaboration to provide advisory comments or opinions regarding how to improve sale processes/activities and participate in sales and marketing activities.
- Coordinate across parties including both technical and non-technical teams to best deliver products or services to customers and to professionally facilitate effective communications between parties.
- Build and maintain close relationships with customers of all levels ranging from operations to executives, evaluate customer's needs, identify selling opportunities, reach out to potential customers, and more importantly close the deals to meet the sales target.
- Visiting Government clients and creating new TORs with my team and clients to meet client's needs.
- Executing the full sales cycle from initial point of contact (lead generation), presentations, proposals, through contract
- Achieves regional sales operational objectives for delivering the yearly sales budget by contributing regional sales information and recommendations to strategic plans and reviews.
- Prepare necessary documents (e.g., quotation, project proposal, sale contract, etc.) and proceed through e-Bidding systems and purchase processes of government organizations and public/private companies.

1 Aug 2022 – 10 Feb 2023 **Position:** Senior Sales Executive, **Cyber Masters Company Limited**

- Making a marketing plan, including target groups, both government and private customers, and set sales volume made each year.
- Maintaining good rapport and scheduling customer visit itineraries both for existing and potential customers.
- Making presentations to prospective clients and internal executives
- Provide advice to customers on effective use of promotion to maximize sales achievement.
- Making Pipeline by follow sales process and summarizing report each week/month/quarter/year.
- Making Quotations including follow up on deals for closing sales process until delivery.
- Making a Webinar and Seminar for meeting target customers to introduce company products.
- Coordinating with Foreign team to make a sales process such as demonstrate software and updated new product or new version product.
- Making a sales summary report to executives. and coordinate various aspects of the sales department.
- Planning sales strategies to adapt to the current situation and meet the needs of most customer groups.
- Making sales documents such as Product Presentation or Marketing Plan and Company Introduction Documents, etc.

1 Mar 2021 – 31 Jul 2022 **Position:** Executive Accountant, **Backyard Co., Ltd.**

- Communicating with clients all private company and government and gathering information about a project's scope, budgets and timelines for making Sale process.
- Contacting Partner and Supplier for purchasing Software or Hardware and comparing price of product.

- Coordination with IT support and helping them Supporting IT process to meet project milestones
- Coordination with Legal team and helping them supporting contract process in project.
- Getting requirement from customers then making Social Analytic Report from Ladder Application.
- Schedule Plan management of process and working.
- Meeting with other executives or team to discuss clients' project goals, progress or outcomes and making Minute of Meeting.
- Following Sales Pipeline with Prime, Partner or Customer for Achieving target plan.
- Using knowledge about UiPath, Big data or relate about AI process, NLP and Learning Machine knowledge for making Sales projects.
- Preparing progress, deliverable documents and materials based on the project implementation standard; Invoice, PR, PO, Quotation, MOM, TOR, Cost Sheet, Evaluation Project including Presentation or report etc.

05 May 2020 – 28 Feb 2021 Position: New Model Engineer, Panasonic Automotive Systems Asia Pacific Co.,Ltd.

- Creating BOM Material by addition name, part number, quantity, and packaging of material in system for using in production by use Galileo Linux program to make master material list.
- Coordination and Management with other department and suppliers for make decision or planning schedule production to make good product and control by standard.
- Using knowledge about ISO14001, ISO50001, OHSAS 18001, ISO27001, IATF16949 & ISO9001 for improving and producing good quality.
- Resolving problems in process when found problem in process or working, I will analysis to find root cause and use 7 QC Tools, Kaizen or 7 Waste and 4M/Why-Why Analysis for helping to improve.
- Production Planning by plan due date to produce and delivery product for supporting customers.
- Quality Improvement for reducing cost or defect on process and working.
- Prepare progress, deliverable documents and materials based on the project implementation standard; FMEA, Production Control Plan, Process Flow, APQP, PPAP including Presentation or report etc.

04 Jan 2017 – 30 Apr 2020 Position: Process Engineer, Sony Technology (Thailand) co. ltd

- Process design by see drawing 3D on CREO program and plan process step by step.
- Production capacity control by use Production Plan and Production time to calculate Capacity.
- Design Tool or Packing for helping production continuously.
- Resolving problem or Line balancing in process when found problem in process or working I will analysis to find root cause and use 7 QC Tools, Kaizen or 7 Waste and 4M/Why-Why Analysis for helping to solve and improve.
- Line layout design by means of manage layout with capacity of production and balance with amount operator to make effective.
- Quality Improvement for reducing cost or defect on process and working.
- Coordination and Management with other department for make decision or control operator in production to make good product and control by standard.

- Prepare progress, deliverable documents and materials based on the project implementation standard; FMEA, Production Control Plan, QC Flow, WI, Process Flow including Presentation or report etc.

AWARD AND CERTIFICATE

No.	Date	Training / Seminar Course	Company
1	31 Aug, 2016	Certificate of Internship at Denso (Thailand) Co.,Ltd.	Denso (Thailand),.Co.Ltd.
2	31 Feb, 2016	Certificate of Fitting Safety Seminar	M.J.Bangkok Valve&Fitting Co.,Ltd.
3	2 Sep, 2020	Certificate of completion diploma for Uipath Sales	Uipath Software Company