

Supitcha Tanchaisawat

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Bangkok, Thailand

About me:

Experienced sales in Asian trades, proven strengths in directing international sales processes and cultivating trusted relationships with clients. Having gained cross-cultural experiences by joining AIESEC Student Club in university until professional careers. Seeking to leverage extensive business development and analysis with data analysis skills and Statistical knowledge.

Skills:

- Google Spreadsheets
- SQL Databases, R programming, Python
- Data visualization and dashboard
- SAP CRM
- Statistical Knowledge: Regression, AB test and Confidence Interval

Certificates:

Certified Professional Data Analyst / DataRockie School (2024)

Excel for Business Analysts / LinkedIn (2023)



Working experiences:

Senior Sales Executive / Oji Paper (Thailand) Ltd. & Oji Label (Thailand) Ltd. *March 2018 to Present (6 years 2 months)*

- Manage sales and shipments of Thermal paper, Carbonless paper and Self-adhesive labels in 5 Asian markets e.g. India, Indonesia on B2B level generating revenue of \$5 million per year at the minimum
- Create sales strategies to tap potential customers and tenders
- Develop new businesses and cross-sell to existing clients
- Train junior sales staff on the payment terms, incoterms, pricing and international business etiquette

Senior Marketing Officer / Tri Petch Isuzu Sales Co., Ltd.

December 2013 to March 2018 (4 years 3 months)

- Initiated service marketing campaigns for consumers nationwide, for example, Safety Driving campaign in Dec 2016 – Jan 2017, sales increased 80% for lubricants. In April 2017, sales increased more than 100% for air-con filters
- Conducted a service retention research by using MS Access with the company databases
- Provided requirements for creating loyalty program on SAP (Go-live) and arranged seminars for Isuzu dealers

Intern/ The United Nations Population Fund (UNFPA)

June 2012 to November 2012 (6 months)

- Conducted a research work titled "Specific Assessment of Corporate Social Responsibility on Teenage Pregnancy Issue"

Education:

Bachelor of Arts (Economics) (GPA: 3.20) / Thammasat University (2012)

Middle school & High school / Patumwan Demonstration School (2008)

Extracurricular Activities:

President / AIESEC Thammasat university

June 2011 to June 2012 (1 year)

- Implemented activities of AIESEC International for AIESEC in Thammasat
- Managed the team of 4 which covered 4 functions; outgoing/incoming student exchange, talent management and finance

Volunteer / World Jam 2011

November 2011 (1 month)

- Responsible for logistics from Bangkok to conference venue to Chiang Mai

Scholarship & award:

AIG Foundation Scholarship (2008-2009)

Junior Marketing Association of Thailand (JMAT) honorable mention of outstanding marketing plan (2012)

Languages:

Thai, English (TOEIC 990), Japanese (N4)