

Supitcha Tanchaisawat

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Bangkok, Thailand

About me:

Experienced sales and marketing executives for a decade, proven strengths in directing international sales processes and cultivating highly trusted relationships with clients. Currently, generating \$5 million revenue for the business. Seeking to leverage extensive business analysis with my data science skills and Statistical knowledge.

Skills:

- Google Spreadsheets
- SQL Databases (Replit)
- Dashboard
- Statistical Knowledge: Regression, AB test and Confidence Interval

Working experiences:

Oji Paper (Thailand) Ltd. & Oji Label (Thailand) Ltd.

Senior Sales Executive March 2018 to Present (5 years 11 months)

- Manage sales and shipments of Thermal paper, Carbonless paper and Self-adhesive labels in 5 countries, 15 accounts on B2B level providing revenue of \$5 million per year or more
- Create sales plan to tap potential customers or big scale tenders
- Introduce products with new clients in their market and cross-sell to existing clients
- Develop new products to support clients' business and serve new market trends

Tri Petch Isuzu Sales Co., Ltd.

Senior Marketing Officer 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 market research regarding service retention of Isuzu after sales service
- Provided requirements for creating loyalty program on SAP and implemented the loyalty program by arranging seminars for Isuzu dealers

The United Nations Population Fund

Intern June 2012 to November 2012 (6 months)

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

Certificates:

Excel for Business Analysis

[LinkedIn Learning Certificate of Completion](#)

Education:

Bachelor of Arts (Economics) (GPA: 3.20) [Thammasat University](#)

Languages:

Thai (Native), English (IELTS 7.5)