



19 April 2016

APPLY FOR POSITION OF**Mr. Sarun Tunsomboon**

(นาย ศรัณย์ ต้นสมบุรณ์)

Mobile : 0840486226**Line** : sarun04**Home Address**: 88/370 Maldives Palm Garnjanapisek Rd. Bangkeaw Bangplee, Samutprakarn 10540, Thailand**spoon04@hotmail.com****Personal data****Nationality** : Thai**Height** : 178.0 Cm.**Weight** : 103.0 Kg.**Birth Date** : Aug 4, 1982 (33yrs.)**Own car** : Yes**Target Job****Job type**: Full Time**Job Field**: (Ranked in order)

1. Sales: Technical Presales Support
2. IT/Computer: Network Subsystem Manager
3. Sales: Sales Engineer

Industry: (Ranked in order)

1. I.T. - Software/Telecommunication
2. I.T. - Internet
3. Consumer Product

Expected Salary: Negotiable**Location**

1. Bangkok, Bangna
2. Bangkok, Prawet

Available to start a new job: 1 month notice**Education****Bachelor's Degree in Engineering, Major Computer Engineering**

2005, Naresuan University, Thailand, GPA 2.85/4

Additional Data - Target Job**Location**

1. Bangkok, Bangna
2. Bangkok, Prawet
3. Bangkok, Prakhonong
4. Bangkok, Suanluang
5. Samutprakarn, All
6. Chonburi, All
7. Chachoengsao, All
8. Phitsanulok, All
9. Chiangmai, All
10. Sukhothai, All

Work Experience**Total work experience**: 12 yrs. 4 months, 7 companies

: 6 yrs. 1 month, in the field of: Sales

: 2 yrs. 7 months, in the field of:

Engineering/Technician

: 3 yrs. 9 months, in the field of: IT/Computer

Nov 2014 - Present 2016(1 year 6 months)**Huawei Technology(Thailand) Co.,Ltd.,****Bangkok, Thailand****Company's Industry**: I.T. -

Software/Telecommunication, I.T. - Hardware

Company Business: Vendor that sell IT product.

This is multinational company that have employee more than 70,000 persons

Number of Employees: 1000 up employees**Latest Position**: Key Account Manager**Equivalent Market Position**: Sales : Key Account Manager**Subordinate**: 6**Job Type**: Full Time**Latest Salary** : 84,000 THB per month**Start Position** : Key Account Manager**Equivalent Market Position**: Sales : Key Account Manager**Start Salary**: 77,000 THB per month**Responsibilities**: Take care energy account

1. Create sale strategy

1.1 Analysis customer investment.

1.2 Analysis customer trend and development plan.

1.3 Analysis customer organization and relation

Are you legally authorized to work in Thailand?: Yes

Are you willing to relocate?: Yes

Desired Travel: Up to 50%

network in key account.

1.4 Analysis partner in key account.

1.5 Create marketing plan for key account.

1.6 Create plan for develop customer relation.

1.7 Competitive analysis

2. Manage relation with customer and partner

3. Do direct marketing for key account.

4. Action in PM role when service team can not clear issue with customer and partner.

5. Create and monitor opportunities in key account

6. Find new opportunity in new area

7. Develop new opportunities in strategy account

Achievement: - Win in strategy account project in project that committed with management

- Have highlight activity with team for team building

- Recovery relation with customer that hate company

- Help service team to solve problem with customer and partner.

Reason for Leaving: Not happy with some culture.

Dec 2011 - Nov 2014(3 yrs.)

Modernform Integration Services Co.,Ltd.,
Bangkok, Thailand

Company's Industry: I.T. - Hardware

Company Business: (MIS) is a leading Distributor and System Integrator of Premium Quality Wide Carrier and Enterprise ICT Infrastructure Solution. MIS has been a leading distributor and system integrator for over 24 years providing premium quality enterprise and carrier class ICT solutions and services,

Number of Employees: 150-300 employees

Latest Position: Account Manager

Equivalent Market Position: Sales : Sales Representative

Subordinate: 4

Job Type : Full Time

Latest Salary : 34,000 THB per month

Start Position : Account Manager

Position : Sales : Account Manager

Start Salary: 34,000 THB per month

Responsibilities: - Find new market in IT Solution.

- Maintain customer relation.

- Find new solution for serve customer.

- Sale Planning

- Create Relation with Distributor and vendor

Achievement: - Sell Network Solution for TVDirect

- Sell Network Solution for KSL Group

- Sell Riverbed for Mermaid Meritime

- Sell Riverbed for TAPB

- Sell Riverbed for DBSchenker

- Sold Core network system for TAPB(Heineken)
- Sold Core network system for Mitsubishi Elevator
- Sold Core network system for TVDirect
- Sold Riverbed solution for Betagro
- Sold All Infrastructure for new Factory (FMC Chemical(Thailand))
- Sold Riverbed solution for DKSH
- Sold Riverbed solution for EasyBuy

Reason for Leaving: I need more challenge.

Aug 2011 - Dec 2011(5 months)

World Information Technology Co.,Ltd.,
Bangkok, Thailand

Company's Industry: I.T. - Hardware

Company Business: (WIT) is a leading Distributor and System Integrator of Premium Quality Wide Carrier and Enterprise ICT Infrastructure Solution. WIT has been a leading distributor and system integrator for over 24 years providing premium quality enterprise and carrier class ICT solutions and services,

Number of Employees: 30-50 employees

Latest Position: Sale Account Manager

Equivalent Market Position: Sales : Sales Representative

Subordinate: 5

Job Type :Full Time

Latest Salary : 44,000 THB per month

Start Position : Sale Account Manager

Equivalent Market Position: Sales : Sales Representative

Start Salary: 44,000 THB per month

Responsibilities: - Find new market in IT Solution.

- Maintain customer relation.
- Find new solution for serve customer.
- Sale Planning
- Create Relation with Distributor and vendor

Achievement: - Build Aruba project at Unicharm.

- Build HP Network project at Thai Nitrate
- Build Avaya Project at Pandora
- Build Juniper Project at Bangchak
- Build Palo Alto Project at RS

Reason for Leaving: I need to get more sale experience in big company.

Jul 2010 - Aug 2011(1 year 2 months)

Modernform Integration Services Co.,Ltd.,
Bangkok, Thailand

Company's Industry: I.T. - Internet

Company Business: Design and Implement Network Infrastructure for customer as Pre-sale

Number of Employees: 150-300 employees

Latest Position: Technical Consultant

Equivalent Market Position: IT/Computer : IT Specialist

Job Type : Full Time

Latest Salary : 40,000 THB per month

Start Position : Technical Consultant

Equivalent Market Position: IT/Computer : IT Specialist

Start Salary: 40,000 THB per month

Responsibilities: Design Network Infrastructure and propose it to customer

Solution:

- Wireless Network Infrastructure
- LAN Network Infrastructure
- WAN Network Infrastructure
- Network Security Infrastructure
- WAN Optimization Appliance(Riverbed)
- Network Monitoring Tools

Brand:

- HP Network(3Com,Procurve,H3C)
- Cisco
- Huawei
- Riverbed
- Fortinet
- Palo-Alto
- Solarwind

Achievement: - Design WAN Network Infrastructure for Bualuang Securities

- Design LAN Network Infrastructure for Asia Institute of Technology.

- Design LAN Network Infrastructure for Thai Cable Steel.

Reason for Leaving: I need more money for my job.

Jul 2010 - Aug 2011(1 year 2 months)

Modernform Integration Services Co.,Ltd., Bangkok, Thailand

Company's Industry: I.T. - Hardware

Company Business: MISCO is System Integrate Company that provide IT solution for customer.

Number of Employees: 100-150 employees

Latest Position: Technical Consultant

Equivalent Market Position: Sales : Technical Presales Support

Job Type : Full Time

Latest Salary : 40,000 THB per month

Start Position : Technical Consultant

Equivalent Market Position: Sales : Technical Presales Support

Start Salary: 40,000 THB per month

Responsibilities: Job Duties / Achievements:

Job Duties

Design Network Infrastructure and propose it to customer

Solution:

- Wireless Network Infrastructure
- LAN Network Infrastructure
- WAN Network Infrastructure
- Network Security Infrastructure
- WAN Optimization Appliance(Riverbed, Silver Peak)
- Network Monitoring Tools

Brand:

- HP Network(3Com,Procurve,H3C)
- Cisco
- Huawei
- Riverbed
- Fortinet
- Palo-Alto
- Solarwind

Achievement: Achievement

- Design WAN Network Infrastructure for Bualuang Securities
- Design LAN Network Infrastructure for Asia Institute of Technology.
- Design LAN Network Infrastructure for Thai Cable Steel.

Reason for Leaving: Currently I am seeking for long-term contracts positions where my skills and experience will be utilized and expanded with challenging projects.

Jan 2008 - Jul 2010(2 yrs. 7 months)**Datapro Computer System, Bangkok, Thailand****Company's Industry:** I.T. -

Software/Telecommunication

Company Business: 1.Provide outsource service desk for other company.

2.Provide Datacenter, Co-location, DR site and internet service.

Number of Employees: 50-100 employees

Latest Position: Network Administrator

Equivalent Market Position: IT/Computer :

Network Administrator

Job Type :Full Time

Latest Salary : 30,000 THB per month

Start Position : Network Administrator

Equivalent Market Position: IT/Computer :

Network Engineer

Start Salary: 29,500 THB per month

Responsibilities: 1.Maintain Network system for Customer.

- 2.Maintain Network system for our company.
- 3.Maintain Network system for Datacenter.
- 4.Investigate problem that occur about all network system as previous items.
- 5.Cabling for any company(Find Vendor, Design Infrastructure).
- 6.Setup and adjust Network Monitoring Tools for manage and monitor network devices and topology(PRTG, Visualis, CiscoWorks, IPCheck).

Achievement: 1.Implement CiscoWorks for manage and monitor all network.

2.Join in team that implement ISO20000 (Datacenter, Co-location, Service Desk Service).

Reason for Leaving: I would like to get more challenge and more experience about enterprice network system.

Jun 2005 - Dec 2007(2 yrs. 7 months)

Union Technology Company Limited, Chonburi, Thailand

Company's Industry: I.T. - Hardware, Electronic

Company Business: Harddisk Manufactory that build Harddisk for Hitachi company.

Number of Employees: 1000 up employees

Latest Position: System Engineer

Equivalent Market Position:

Engineering/Technician : Systems Engineer

Subordinate: 7

Job Type :Full Time

Latest Salary : 18,500 per month

Responsibilities: - Be administrator for Parts Tracing System that checks parts of product.

- Be network system (Token Ring, Ethernet and Wireless) administrator.

- Manage user for DNS server.

- Install and repair client.

- Query data for user that use for analysis.

- Maintenance server (On operating system Linux, Windows 2003 server, Windows 2000 server).

- Develop computer program (JAVA) for support line production.

Achievement: - Join Migration Token Ring to Ethernet network system that design new Ethernet network system and plan for terminate Token Ring network system.

- Setup system for support new product. I have to contact many people and check all of system for support it.

Reason for Leaving: I would like to get more experience in specificate network field.

Sarun's Topgun Strengths©

(Ranked in order)**1. Ambitious / Achievement-oriented**

I ever been network administrator for company around 5 years but I think, I have more value and more skill then I decision to change my role to be technical consultant. But I do this job just 1 year. I think again, If I need more success ful I have to go out from comfort zone. I go to be sale that have more challenge more risk and more pressure. Now I re-think again. I need to be someone that can bring anotherone to get success together. My target will change to big and bigger every time that I change my vision and I alway find the way to do it.

2. Able to set priorities

In my life, I have so many job to do it. For family I have 2 kids that take care by me and my wife. For my job, so many project and task that I have to do. For my passion, I have to find the way to meet vision that I set it. I will fail every in my life if I can not set priority for each one. This skill is very important to bring me to get achievement.

3. Flexible / Adaptable

In job or life alway face problems. If we need to success we have to pass it. The good thing of Flexibility is we can survive and stay with another without confriect. The bad thing, If we use it too much we will lost direction and vision. I can balance it and use it to get success.

4. Open to suggestion

Everyone and every job level have to be growth. That's mean we have to learn more and more. For me, I am not the full glass. I alway open to suggestion for every level because we can understand them if we open to suggestion.

5. Having connection / Networking

I like social and I have connection in many industrial because of my hobbit, my job, my vision and my life. I alway think, connection is very important part to get success.

Other competencies :

Love to explore, Patient , Friendly , Able to delegate responsibilities to others

Sarun's Topgun Aptitudes and Hidden Competencies©**Music:**

Listening: Pop, Country, Rock, Rap/Hip-Hop

Sports:

Golf Beginner

Swimming Intermediate

Volleyball Intermediate

Basketball Advanced

Other hobbies:

| | |
|------------------|---|
| Fitness | Learning |
| Chess | Intermediate |
| Reading | Computers & Internet, Home & Garden, News, Self- Improvement/ Philosophy, Sports, Technical/ Documentary |
| Surfing Internet | Advanced |

Ranked Favourite Interests/Hobbies

(Maximum Top 5)

1. Surfing Internet 2. Reading 3. Basketball 4.
Rock 5. Golf

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