

RESUME: PAIROJ PAKDEEPAIBOONPOL

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PERSONAL SUMMARY

An experienced business consultant with many years of financial, clouding, integration, mobile software and IOT solutions. Focused with a knowledge of marketing management, budgetary management, product management, project management, and consulting software solution such as Integration solutions, IOT, SWIFT, Cash Management, E-payment gateway solutions etc to serve business need, focusing on timeline, reliability, quality and sustainability. A consistent track record of successfully completing projects from the concept and detail of the design through to gathering requirement, development, implementation, testing and handover.

WORK EXPERIENCE

: Business Development Manager at Vasworx Sep15-Present

- Maintaining and securing customers as well as partner relationships.
- Looking for new business partners around the world such as USA, English, Japan etc.
- Evaluating current business processes and systems.
- Studying and analyzing market situations and identify trends such as IOT, Startup etc.
- Preparing and analyzing reports.
- Reviewing, monitoring and measuring productivity.
- Responsible for expanding the business network, directing, managing.

: Senior Business and Solution Consultant at GreenArthur Sep14-Aug15

-Presale and support marketing team for CallZen (Virtual IVR) on Smart phone, Cloud computing products, Logistic Integration middleware product, BI (Qlikview) Implementation Service, AutoEntry product, Solution implementation Service, Software Integration Product, and Microsoft Cloud Azure.

-Assist Marketing Manager in planning and implementing marketing activities according to master plan of marketing.

-Gather requirements and design the suitable Logistic (EDI) integration solution for customers.

-Project management for implementing product and services for customers. Manage resource and track tasks for projects and cooperate with organization for customers.

: Solutions Team Lead at Decillion Solutions Thailand May09-Aug14

SWIFT Products

- Presale and support marketing team for sale SWIFT products.
- Gather requirements and design the suitable solution for customers.
- Project management for implementing SWIFT product and services for customers.
- Manage resource and track tasks for SWIFT projects and cooperate with SWIFT organization for customers.
- Provide consulting combines banking industry skills with deep SWIFT expertise.
- Implement SWIFT, TSU/BPO, HSM replacement and Fileact service for customers.

Data Gateway Project for TMB:(E-Guarantee)

- Take a charge of a business analyst role for the project.
- Gather requirements for Data Gateway project for supporting E-Guarantee (Customs, Comptroller and Corp2Corp), E-Payment (Customs, Cargo and eCess) and Outward Remittance products and produce FSD.
- Design Data Gateway Project and workflow to serve business need. Data Gateway need to integrate between NSW, Loanbill, CBS, Eximbill and TMB customer systems.
- Co-work with AXWAY team to design to integrate with NSW and comptroller.

MAPS Project for GSB (Bahtnet Payment):

- Gathering requirement from GSB user team and produce FSD as well as design Foreign Exchange and Bahtnet Business Workflow with GSB business team.
- Lead team members to develop the project.
- SIT and UAT the MAPS with GSB user team and BOT.

AMLO Project for EXIM Bank:

- Design Anti Money Laundering Report application with EXIM Bank user team.
- The Application inquiry SWIFT message from SWIFT and then convert MT form to SQL statements and update to EXIM's DB/2 at AS400 server.

CMS (Cash management System) project for CIMB:

- Gather user requirements from CIMB TH user team for Cash Management System
- Design and Implement Cash Management System (Cash concentration, Payment and AR) system with Decillion AU team and CIMBTH user team. The system is EAI that integrate CICS server, SWIFT system, Bahtnet and Cheque.

Imaged Cheque Clearing System – ICAS project of Mizuho Thailand Bank:

- Project management ICAS project from Mizuho Bank.
- Cooperate, Design and implement the ICAS system with Decillion (Singapore) team at DecillionGroup(NEC) Singapore Site following Mizuho and BOT requirement specification.

-Deploy and UAT ICAS system at Mizuho Thailand site with Mizuho user, BOT staff.

: Software Engineer at Reuters Software Thailand Apr09-Jan06

-Join in team developing and supporting world class SFC API software product which be used to develop financial application. SFC product for supporting financial data model such as real-time stock data, snapshot historical stock data, page data or chain stock data models.

-Lead team members in order that they develop SFC API product as well as Manage software process development following CMMI level 5 standards.

: Researcher at King Mongkut's Institute of Technology Ladkrabang. Sep07-Feb07

-Research and Develop MPEG-4 Video encoder on ARM920T processor for low power consumption and real-time multimedia streaming.

: Brew Mobile Developer at Cat telecom (Contract 1 Year) Jun06-Aug05

-Develop Brew application and website for transferring data via http protocol.

: Researcher at Thailand international research council (Contract 1 Year) Sep05-Oct04

-Optimize MPEG-4 Video Codec on Symbian Mobile Phones for low power consumption and real-time video streaming.

-Present new technology about MPEG-4 Video Codec on Symbian Mobile Phones for low power consumption and real-time video streaming in international conferences

: Symbian Mobile Programmer at Total Access Communication Feb05- Jun04

-Join in team developing Digital Mobile Multimedia Communication that is Mobile Video Conference Application project over SIP Protocol. Moreover, develop MPEG-4 Video Codec on Symbian Mobile Phones using C++

● **EDUCATION**

-Master's Degree Financial Business Administration 2010

Kasetsart University, Bangkok, Thailand

-Master's Degree Computer Engineering 2005

King Mongkut's Institute of Technology Ladkrabang, Bangkok, Thailand

-Bachelor's Degree Computer Engineering 2003

King Mongkut's Institute of Technology Ladkrabang, Bangkok, Thailand