

CURRICULUM VITAE

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CAREER OBJECTIVE

Seeking a position where my sales and marketing experiences, IT knowledge and excellent personality can be utilized to increase the company's profitability and increase revenues.

EXECUTIVE SUMMARY

Experienced Channel sales manager in a world-renowned company for more than one year

Strategic Assistant Sales and Marketing manager with experience of spearheading sales and marketing team in a globally recognized company for two years

Proven ability to increase company's revenue, sales and brand recognition

Highly capable and innovative IT professional with over three years of experience and expertise in the areas of teaching ICT concepts, technical support and IT Management

Able to work well under pressure, achieving excellent results in every task assigned. A team player yet able to perform as an individual with minimum supervision

Highly adaptable and resilient, thriving on challenges

BACKGROUND

Expected Salary:	Negotiable
Availability:	Upon finalization
Gender:	Male
Age:	39
Marital Status:	Married
Race:	Burmese
Nationality:	Myanmar

CORE EXPERTISE & COMPETENCIES

- Positive, persuasive, passionate, ambitious, hardworking and independent personality with professional look.
- A great team player with excellent interpersonal and communication skills with ability to coordinate and liaise effectively with people from diverse background.
- Proven ability to meet sales quota and expectations for profitability through distribution channels while ensuring partners' satisfaction.
- Excellent customer relationship skills with the experience of providing professional and efficient care to customers.
- Full spectrum of Information Technology and Computing functions with diverse knowledge in computer hardware and software.
- Information Technology Project Management with knowledge of the principles, methods of IT project planning, monitoring and evaluation.
- Knowledge of database definition, structures and advance SQL queries.
- Design and develop enterprise databases using Microsoft SQL Server.
- Maintain module/component test, system test, and software test case specification after test execution completion and when the project requirements, business process and environments are changed.
- Experience in managing technical support for large organizations and enterprises.
- Develop and implement Information Communication Infrastructures and Computer Networks.
- Proficient in Adobe Photoshop, Adobe Dreamweaver and Microsoft Office applications.
- Experienced with Windows operating systems.
- Teaching computing and information technology concepts.

LANGUAGE ABILITIES AND SKILLS

	Understanding	Speaking	Reading	Writing
• BURMESE	– Excellent	Very fluent	Excellent	Excellent
• ENGLISH	– Excellent	Very fluent	Excellent	Excellent
• THAI	– Good	Good	None	None

PROFESSIONAL & EMPLOYMENT HISTORY

Samsung Electronics Co., Ltd

July 2014 to December 2016

Channel Sales Manager:

- Manage sales activities of partners to generate revenue and develop positive working relationship.
- Coordinate with partners to execute business plans to meet company's sales goals.
- Assist in partners' marketing activities such as trade shows, functions and other promotional activities.
- Evaluate partners sale performance and recommend improvements and address partner related issues in timely manner.
- Identify and recruit new channel partners within assigned territory.
- Manage a team of channel sales representatives.

LVTechnology Public Co.,Ltd

March 2012 to March2014

Assistant Manager, Sales & Marketing Department:

- Communicate and negotiate with potential clients and customers.
- Dealing with enquiries and answering calls from existing and new customers.
- Taking care of customers' complaints effectively and efficiently.
- Suggesting solution and providing information to customers in positive and productive ways.
- Provide external and intenal training of products and services.
- Manage activities and staff of sales and marketing department.
- Design, develop and implement marketing strategies.
- Helping manager in training staff on sales and marketing strategies workshop to train staff on sales and marketing strategies.

Rieckermann Co.,Ltd

May 2008 to April 2011

IT Specialist:

- Troubleshoot computer and server hardware.
- Drafting electronic and electrical designs using AutoCAD and SIMATIC WinCC.
- Design and develop Databases using MS SQL server.
- Perform related administrative tasks assigned by the supervisor.

Assumption University

June 2002 to March 2003

IT Lectuer Assistant (Part-time):

- Provide asistance to the lecture during class time.
- Guide students during pratical sessions.
- Troubleshooting computer hardware and software issues.

EDUCATION

Masters:

Assumption University of Thailand

2012

Master of Information Science - Internet and E-Commerce Technology

Degree:

Assumption Universirty of Thailand

2007

Bachelor Science in Information Technology

Diploma:

Informatics

2000

Diploma in Computer Studies

REFERENCES

Mr.Chit Myat Maung

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