

RESUME

MR. PONGRID KULRATANAKHAMPOL

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Personal Information

Birth date : 26 December 1971
Height / Weight : 167 Cm. / 61 Kg
Marital Status : Single
Health : Excellent
Interesting : Music, Internet, and stamp collecting and shooting
Computer : Microsoft Word, Excel and Power Point

Experiences Overview

- Experiences over 7 years at DHL Supply Chain (Thailand), between 2008 – 2015, dial in Logistics sales, Transports operation function, Sourcing hub location, Network building, Cargo distribution and trucks management.
- Experiences in sales and marketing filed, familiar with FMCG / consumer products.
- Respond to customer needs, enquiries and complaints.
- Manage, control and developing the customer account to deliver maximum profit and optimize business assets.

Education

Jul 2013- April 2015 : Master of Business Administration (Marketing) at Ramkhamhaeng University

1993- 1997 : Bachelor Degree of Business Administration at Rajabhat Bansomdejchoapraya University, Major Marketing

Certificated Course

Jan – Mar 2011 : Executive Development Program (EDP, Mini MBA), Kasetsart University Bang Khen, Bangkok.

Working Experiences

Kaewnicha Transport Co., Ltd.

Bangbuathong, Nonthaburi

Between; Jul 2015 – Present

Title: Business Consultant

- Provide advising and coaching to the team, in term of transportation services / technics and services support to customer
- Consulting, solution and coordinate in work process, problem facing in order to improved or solving occurred
- Ensure the customer agenda satisfaction with fast responding / feedback
- Develop effective pricing and cost levels. Also P&L's business monitoring
- Increase revenues by recruit / finding the backhaul work to the company fleet trucks
- Sourcing / Finding more business opportunities to fulfill business

Note Achievement

- Be in the top 2 list of transport service provider of Lazada Express (LEX)

DHL Supply Chain (THAILAND)

Bangbuathong, Nonthaburi

Between; Jul 2008 – Jul 2015

Title: Logistics Development Manager

Jul 2014 – Jul 2015

- Finding the opportunities in any customers and provide the transport and warehouse solution support their product's delivery via time and costing
- Develop domestic transport network by building the distribution center in each regions follow to the company strategy.
- Coaching and develop regional manager/team to achieve both job activities and target agreement to company.
- Improve cost competitiveness and more resource utilization
- Build the central fleet to support transport network
- Increase revenues by recruit / finding the backhaul work to the company fleet trucks

Note Achievement

- Finish on setting up the North, North East and South distribution hub by Q3.
- Implement North, North East and South DC by utilized the W/H and Transport activities under consolidation solution.
- Recruit the back haul jobs on the return leg of truck delivery.

Feb 2012 – Jun 2014

My responsibilities are:

Title: Central Transport Manager

- Managed 5 contract logistic customers in admin works and transport activities.
- Deal with the subordinate of each site in order to drive the operation and improvement productivities of each.
- Keen to make more profit or revenue increasing when possible.
- Built pricing opportunities to support repeat sales
- Ensure the customer agenda satisfaction
- Develop effective pricing and cost levels

Note Achievement

- Turnaround the revenue of CP Meiji site on transportation and extend the scope of service
- Manage distribution service of Dumex site and closing the site after end contract with professional.

Jul 2008 – Jan 2012**Title: Business Development Manager (Transport)**

My responsibilities are:

- Marketing and sales to facilitate business performance propose, review closing sales
- Formulate clear negotiation and strategy between customer and company with balancing agreement.
- Achieve competitive advantage through applying understand of the market and implementing responses to competitor action and market situation changes.
- Conducts sales and marketing calls to reserve meetings with potential clients
- Build and sustain relationship with customers

Note Achievement

- Monitor, taking care and maintain both of the existing and new customers approached on the transportation business such as IP Trading, Loxley Trading, Mass Marketing, Daily Foods, and Nestle pet foods products, Thai Industrial Products (Mali Instant Milk Brand) also, community products/customer sector as Mahaphan Fibre-cement (“Olympic” and “Shera” Brand), SCG group

ECF Precision (THAILAND) Co., Ltd.**Title: Sales Manager**

Rojana Industrial Park, Ayutthaya

2007 - 2008 My responsibilities are:

- Supervised, training and motivation team to achieve the company target
- Develop sales strategy, campaigns according the market situation or competition
- Develop and maintain expense / revenue budgets
- Build and maintain relations with key account customers
- Monitor quotations, sales orders, and proposal and follow up the problem

Sin Siam Intertrade Co., Ltd.**Title: Senior Sales Executive**

Bangkhuntian, Bangkok

2005 - 2007 My responsibilities are:

- Sales, marketing and established new customer accounts in order to meet sale targets
- Build and maintain good relations with both new and existing customers
- Prepared quotations, sales orders, and proposal and follow up the problem
- Update and maintain customer database, also provide information to customers

Somchai Paktai Bangkok Transportation & Logistics**Title: Transport Dept. Manager**

Thawewattana, Bangkok

2001-2004 My responsibilities are

- Manage controlling the entire transportation and operation team of own truck fleet and sub-contractors
- Supervise maintain and developing an effective interface between warehouse operation, transportation and administration personal
- Designed and controlling Key performance indicators (KPI)
- Set up SOP and monitoring all of transport work process
- Set up and verifies all the company truck to fix & maintenance process
- Handling all accident both insurance claim and arrange the temporary truck to instead
- Co-ordinate to meet both the company's target and customer satisfies with marketing team
- Provide budget, financing and control all expenditures
- Supervise the entire warehouse operation both receive and dispatch, stock control and distribute an efficient manner

Note Achievement

1. Manage of transportation and distribution operation of company clients such as Unilever, DKSH and others by hit the customer's KPI performance and get the good score or excellence performance's evaluation
2. Increase the company revenue by recruit /finding the backhaul work to the company fleet trucks

Sukhothai Hotel, Bangkok
South Sathorn Road, Bangkok

Title: Telephone Operator

- 2001 – 2001 My responsibilities are:
- Manage all communication system as telephone lines, fax and internet
 - Handle all the telephone lines in both coming and out-going transfer to the right person or guest requestor
 - Verifies and report all the daily telephone lines, fax and internet expenses
 - Arrange and prepare the telephone-billing fee of each guest for cashier
 - Advice information and assist the hotel's guest upon his/her requirement

Princess Cruises Lines, USA
Address base in California,
United State of America

Title: Waiter

- 1998 – 2000 My responsibilities are:
- Prepare the dining room or setting the table to serve the passengers
 - Welcome and service the passengers by suggest, serve with daily foods, wine or beverages
 - Recommend the hotel's services, interesting places or activities during the cruise
 - Be intimate, services and entertain the passengers during their vacation

Reference

1. Khun Rungsima Suntharapokin, Senior Commercial Manager- Big C site, DHL Supply Chain (Thailand), Bangkok. Mo. 08 9456 7420
2. Khun Nirun Ratchaneekornkriilas, Family Mart-Transport Contract Manager, DHL Supply Chain (Thailand), Bangkok. Mo. 08 5990 1444