

Resume of Mr. Peeraphat Wongkasem



PERSONAL DETAILS

Gender	:	Male
Age	:	36
Date of Birth	:	23-May-1979
Marital Status	:	Single
Nationality	:	Thai
Work Authorization Status	:	Authorized to work in Thailand/ aboard
Country of Residence	:	Thailand
Living Location	:	Bangkok
Address	:	20/33 moo 5 soi chatsan 2 thanonlaipklong phasricharoen fung nua nongkaem Bangkok
Postal Code	:	10160
Contact Number	:	Home : 66-2420-2217 Mobile : 6681-854-9115
Email Address	:	bkk-monkey@hotmail.com
Expected Salary	:	Negotiate
Availability	:	One month Notice

EXECUTIVE SUMMARY / SELF DESCRIPTION

I have experience in communicate with people and interest to work with the people cause it might have a new thing to learn every day. I also interest in aboard work it might be good experience and I would love to learn a new thing. I'm quite a straight person also work hard and friendly, on time person, confidence in my self. I'm good in English and quite good in computer also can play piano and painting. Now I finished Master degree in faculty of science and technology at ABAC University. I'm graduate under thesis topic "study keys factor contribute to effectiveness of internet marketing for web site in Thailand (Apply with Small hotel)".

My sales skill experience in App development, Software package (SAP) , Web portal, Mobile solution, Professional Service, Hosting and ITSM also Speech recognition for Call Center solution, Cloud Service Brokerage. I also have been selling the IT service management for Data Center and IT outsourcing, Application support, IT and infrastructure Network Security Service, Support Level 1, Level 2 with DR-site provide SLA 99.97%, Data Security, Certify ISO 20000 and ISO 270001.

I hope to work with the company might be a great experience and have a lot of thing to learn and have a good chance to grow in the future

I'm strong experience to build new business epically in IT business and experience to work with MNC multicultural environment. I have been in business development and Sales skill for 8 years as solution sales to drive business and service in to FSI, Telecom, Air Line, Automotive, Manufacturing and retail business.

My customer based experience:

- Pruksa (I have been proposed IT outsourcing & manage service provide DC, DR site, Data Security, Application support, Infrastructure support.)
- True Internet (Cloud Automation Work Flow)
- AIS (Speech recognition system)
- DTAC (Business Intelligence)
- SCB Bank (Speech recognition system)
- Jasmine (BMC Incident management)
- Thai Airways (Cargo management)
- KTC (Speech recognition system)
- Krungthai AXA (DC hosting& IT security assessment & remediation)
- Krungsri bank of Ayudhaya (SOC manage service)
- NOK Air (Private Cloud)

My Achievement:

- BIH (Penetration Testing)
- INET (Cloud Automation Work Flow)
- ING insurance (Professional Service)
- Amarin (Business Object)
- IPML (SAP roll out 10 Module)
- DKSH (Business Object user authentication and migration)
- Mahaphant (Business Object)
- Jasmine (Business Object)
- ACB (Security Roadmap)
- Mobifone (Security Assessment)
- MFEC (Security Operation Center , manage service)
- CMC(Security Operation Center , manage service)

EDUCATION AND PROFESSIONAL QUALIFICATION

Highest Academic Qualification

Master Degree 2002 – 2008, ABAC

Science and technology / IT (3.25)

Thesis topic a study keys factor contribute to effectiveness of internet marketing for web site in Thailand (Apply with Small hotel)

1997 – 2001, Rajabhat Bansomdejchaopraya

Music Education / piano (2.61)

Professional Qualification and Certification:

Global Sales School : IBM 2015

Global Sales School : NIIT-Technology 2011

I have been represent for CISV as interchanges student go to Faroe Island and Sweden in 1992 and have been trained English language at Embassy Language and Training in UK and Lado Centre in US

SUMMARY OF SKILLS

<u>Language</u>	<u>Reading</u>	<u>Writing</u>	<u>Speaking</u>	<u>Listening</u>
English	Excellent	good	Excellent	Excellent

Computer and Non-technical skills:

I can use The Microsoft office program such as Microsoft word, Microsoft office, Microsoft excel, Microsoft Access and PowerPoint. I can design ER diagram and also can do Data flow diagram

WORKING EXPERIENCE

Position : Senior Solution Sales
Company : IBM Thailand
Period : MAY 2015- Present
Latest Salary : THB 150,000+ Car maintenance 4,500+
Mobile1,500+1month Bonus

Job Duties / Achievements :

Lead new Security Business unit to drive IBM security service, Focus on Consulting, Integration, SOC manage service also manage partner solution to full fill IBM portfolio. I'm respond to drive Thailand & Vietnam Security service business unite.

My customer target BFSI, Hotel, Hospital, Manufacturing and Auto motive.

Drive Solution via Business Unit, Inside sales, Client Representative.

-Maintain channel selling via partner

-Maintain pipeline

- Strategic plan for Thailand market
- Arrange the meeting with VP or C-Level and presentation
- Help pre-sale to create proposal and make sure will meet customer need
- Negotiate and closed the deal

Project Closed Deal : BIH (Bumrungrath Hospital -Penetration Testing)
 : ACB (Security Assessment)
 :CMC (Security Operation Center , Manage Service)
 :Mobifone (Security Road map)
 :MFEC (Security Operation Center, Manage Service)

Position : **Account Manager**
Company : CloudFX Thailand
Period : FEB 2014- March 2015
Latest Salary : THB 120,000+ Transport fee 5000

Job Duties / Achievements :

CloudFX is a strategic Virtualization and Cloud solutions firm, transforming businesses through the promise of technology. Our goal is to accelerate the adoption of Cloud computing in Enterprises and Service Providers by applying critical strategic insight and technical solutions to real business problems. We provide end-to-end enablement of Cloud computing; from Data Driven Strategic insights, Technology Architecture, Automation/Orchestration through to Cloud Service Management and Operational Transformation.

Headquartered in Singapore, CloudFX has local offices in Indonesia, Malaysia and Australia and works with organizations across the region.

- Build new account and verify the opportunity
- Generate and maintain pipeline
- Balance between new customer and existing account 50: 50
- Build account plan and account strategy
- Arrange the meeting with VP or C-Level and presentation
- Help pre-sale to create proposal and make sure will meet customer need
- Negotiate and closed the deal

Project Closed Deal :

- CloudFX win the INET deal to Implement UCSD (cisco) to do automate work flow 2 orchestration

Position : **Business Development Manager**
Company : **AmiVoice Thai**
Period : **Dec 2012- DEC 2013**
Latest Salary : **THB 80,000+Commision 3%+ 1month Bonus+ oil fee**
(6bath/Km) + Medical Insurances

Job Duties / Achievements :

AmiVoice provide speech recognition system. Our product line will focus on Call Center solution Speech recognition for IVR, Logger system, Key word monitoring, Performance management. We also have speech recognition for medical and mobile solution. The company target will focus on BFSI, Teleco, Medical, Entertainment and Call Center Service. I'm total respond on build up AmiVoice business to generate new customer and manage our partner.

Position : **Senior Business Executive**
Company : **NIIT Technologies**
Period : **Jan2011-OCT2012**
Latest Salary : **THB 40,000+ Mobile fee2,000+ oil fee(Average10,000**
)+Special dating allowance 1,500+ Medical Reimbursement 20,000+ Medical Insurance 8,335+
1month Bonus+ Sales Incentive 100,000+ Take a break or GYM 6,000

Job Duties / Achievements :

NIIT Technology Mainly business function on Application development and Package Software Implement also provide Service management. NIIT Technology provide end to end IT service and solution. Their provide: application development, SAP (ERP/BO), Web portal, Mobile solution, Professional service, IT outsourcing and service management , DC& DR, application support , infrastructure support , Help Desk Support, Certify ISO 20000and ISO 27001. I'm totally respond for all service especially drive new business for BI customer and mobile solution focused on Banking and Insurance, Manufacturing, Retail business. The scope of work start from analyzed and created customer list to build sales pipe line maintain the pipe line and create meeting with customer , present the project , find out opportunity , collecting requirement ,Control in side meeting to select solution for customer and follow the project until closed deal . My respond have 1.5 US Million target focus on ERP SAP, BO, Manage service in Manufacturing, Auto motive, Transportation business.

Project closed deal :

- ING insurance
- Amarin Book
- IPML (Interthai pharmaceutical manufacturing ltd)

Position : **Solution Sales Specialist**
Company : Sahasedsiri
Period : Jan 2009-31 DEC 2010
Latest Salary : THB 32,000+ Mobile fee1,000+ oil fee

Job Duties / Achievements :

Sahasedsiri is expert in BI application software and Datawarehouse. SHS also provide end to end solution to the customer like tailor made. The company also have oversea partner like Oracle, SAP, Netezza. My responsible is contact to customer and analyzed their problem and find the solution that match with customer. Also prepare presentation and present product and solution to the executive level. The product under my responds are SAP BO, Netezza also co-ordinate with Opraxe (Data model road map).

Project closed deal :

- DKSH
- Jasmine
- Mahaphant

Position : **Assistant Business Development Manager**
Company : KIS TECH CO., LTD.
Period : December 2006-December 2008
Latest Salary : THB 25,000

Job Duties / Achievements :

KIS TECH is Korean company and I work as Assistant Manager Business Development. The CEO of the company is interested to do a Mobile lotto so my responsibility is find the information and analyzed the information that used to build the business model. I'm also had to find the channel to propose the project to GLO also find the right person who can make a decision or accept the project to keep

continue. I have to present the Project with Director of GLO also have to build closed relation between both companies.

Position : **Project coordinator**
Company : ADC(Advance Data Communication network SHINCROP)
Period : Aug 2005 to Dec 2006
Latest Salary : THB 10,140+Intesive (7000) + Oil fee (150 liters) + Mobile-
- (1500) per month

Job Duties / Achievements :

My responsibility have to negotiate with the executive level for make them allow the company to installed the internet service system and have to coordinate with the other department such as marketing, sales and engineer, I have to solve the problem that might be occurred in the project. I have to work under the pressure to run the task on time and distribute the corporate system 200 node in one year. The company that I have been contact such as SCASSET, KC property, AP development.

Achieved -300 Node in ten month.

Position : **Trainer**
Company : KPN
Period : May 2004 to 2007
Latest Salary : THB 10,000 Per Month
Job Duties / Achievements :

I have to work as piano trainer for the interest person have to educate and contact with variety of person such as a five year old child until adult that might be 50. I have to train them in one hour to make them understand the right way to play and read the note. The salary 200-500/hour

Position : **Trainer**
Company : Yamaha
Period : Jul 2001 to Nov 2004

Latest Salary : THB 5,000 Per Month

Job Duties / Achievements :

I have to work as piano trainer for the interest person have to educate and contact with variety of person such as a five year old child until adult that might be 50. I have to train them in one hour to make them understand the right way to play and read the note. The salary 150-300/hour

- End of Resume -