

# Aphisarid Taechanakoolsab

9/93 Lain in the park village M.4  
Watcharapon 3 Saimai khongthanon  
0818687022 (Mobile)  
Aphisarid.tae@gmail.com

## RESUME SUMMARY

Latest Position	Country Sales Director
Years(s) of Work Experience	> 20
Latest Job Function	Information Technology (IT)
Latest Industry Sector	Information Technology
Latest Career Level	Senior
Highest Education Attained	Master
Authorized to work in Thailand	Yes
Latest Salary	THB130,000
Expected salary	Negotiable
Availability	Immediately Available



## PERSONAL PARTICULARS

Gender	Male
Age	--
Date of Birth	--
Nationality	Thailand
Marital Status	Single
Living Location	Bangkok
Postal Code	10220

## EXECUTIVE SUMMARY

To whom it may concern,

A professional IT Channel & Account Manager with demonstrated sale performance and marketing background gained within leading international corporations. Over 20 years international experience working for top company list in the fortune 500. Establish, develop, maintain and manage relationships with named Business Partner Clients. Work with Int/Ext to build an aligned channel objective. Resolve channel issues & problems, alert others as needed And more in-depth sales, business and professional skills to work with any level of channel management.

Devotedly manage products sale ranging from large enterprise, SME, business solutions and hardware. Hands on project management experience. End to end strategy pre/pro support experiences involved in multiple customer offers and project from requirement to completion. Focus on after sales service providing full cycle support to get end user satisfaction for long term they will renew our service with royalty.

### Key Focus

- 2 Certificates EMBA Marketing.
- 20+ years in IT field.
- 10+ years in Marketing/Channel Retail, IT building, SMB, Enterprises
- 15+ years in Sales/Direct Sales.
- 10+ years in Management level with positive attitude for teamwork.

### Key strengths follow:

- Be Positive / Good attitude / Low ego / Balance EQ
- Proactive / Result oriented
- Logical Analytic / Interpersonal skills
- Rapport building / relationship
- Flexible / Teamwork
- Confident & commitment

### Skill

- Direct Sales / Sales Process / Account Management / Business Development / Project Management / Lead Generation
- Blue Ocean Strategy / Product Marketing / Channel Partner / Partner Management / Product Management / Retail / SMB
- Enhance Server & Storage Product Standard Server Sales Training"
- Listening Skill Enhance Server & Storage Technical
- Enterprise Software / [Salesforce.com](https://www.salesforce.com) / Storage / Security

### Vision & Trend

- BYOD growth
- Internet of thing (IoT) easy access
- Next five years spending on cloud-based Big Data and analytics (BDA) solutions will grow three times faster than spending for on-premise solutions. Hybrid on/off premise deployments will become a requirement.
- Cloud & New enterprise app growth
- Compliance more than 800 regulatory require globally
- Big data complex resource
- Big data Visual data discovery tools (image search), Rich media (video, audio, image)
- Complex infor structure, Complex compliance
- Reinfrastructure EMC vspex, nutanix and keep secure
- Decision management platforms will expand at a CAGR of 60% through 2019 in response to the need for greater consistency in decision making and decision making process knowledge retention.
- By 2017 unified data platform (UDP) architecture will become the foundation of BDA strategy. The unification will occur across information management, analysis, and search technology.

For more information Please feel free to see my full CV as attach file. I am available for interview at any time. I can be contacted most easily on the mobile phone number +668 1868 7022 or [aphisarid.tae@gmail.com](mailto:aphisarid.tae@gmail.com). I look forward to meeting you.

Yours sincerely,

Aphisarid (F)

## EDUCATION

**2000 - 2000**  
Sasin, EMBA

## WORK EXPERIENCE

**FTSO Technology**  
Country Sales Director

**Mar / 2015 - Present**  
THB 130,000

FTSO Technology. Mar 2015 - Present Country Sales Director

Successful prior sales management experiences in end to end, first-tiered, two-tiered models. Team leader and provide leadership to the sales team focused on the Telco, ISP, Enterprise accounts. Focus sale revenue 300mb a year, Sales of complex products and solution/ DWDM/ Data center for customers. End to end pre/pro strategy support experiences involved in multiple customer offers and project from requirement to completion. Managed and assist team focus key accounts end user in terms of creating and maintaining relationships and providing full cycle supports. Built relationships with key users of power tools to facilitate sales. Developed sales pipeline to increase market share in specialized area and product service. Develop and focus on after sales service providing full cycle support to get end user satisfaction for long term they will renew our service with royalty.

#### SKILLS (OPTIONAL)

Key strengths follow:

- Be Positive / Good attitude / Low ego / Balance EQ
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Skill

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Vision & Trend

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