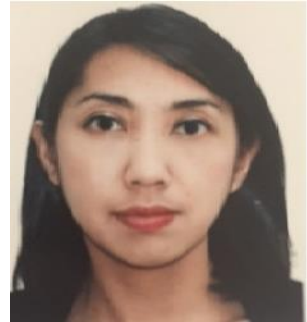


CURRICULUM VITAE

Surname: CANOUE
Name: WANWISA CHANGSOMBOON
Date of birth: 6 May 1974
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Singapore
429581
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Email Address: wanwiza@hotmail.com
Nationality: Thai
Marital Status : Married



KEY ACCOUNTS SALES MANAGER

PROFESSIONAL EXPERIENCE

Gallothai, Bangkok (Thailand)

Gallothai, company established in 1993, has developed the know-how to produce top quality finished chocolate and chocolate-based products in Thailand. The expertise it has built up enables it to anticipate trends in its consumer markets. Gallothai provides chocolates to B2B, Hotel & Restaurant, Catering, Bakery Shop and Company gift. Gallothai has its own retail shops operated under the brand "Duc de Praslin Chocolatier" in Bangkok, Phuket, Chiang Mai, Samui.

Key Accounts Sales Manager – Gallothai – Bangkok (Thailand)

2013 - 2014

- Manage key accounts in portfolio and achieved 15% annual target growth
- Manage and lead the team of industrial and Food service
- Develop the new business pipeline and new product segment (Ice cream inclusion)
- Develop the corporate account in Food service and set up pricing strategies for the customer.
- Manage the business agreement.
- Maintain and develop a strong business relationship at all level.

Head of Research and Development– Gallothai – Bangkok (Thailand) 2009 - 2013

- Responsible for the creation of all new products based on new techniques and raw material on the market in relation with market foreseen opportunities
- Review and prioritize system for the R&D Department.
- Manage the scale up and industrialization of new product.
- Conducts pre-launch productions of new products and processes in collaboration with the production team.

Production Manager– Gallothai – Bangkok (Thailand) 1999-2009

- Manage production of up to 1000 different products
- Manpower management (Approximately 100 to 120 persons).
- Production research and development.
- Implementation Good Manufacturing Practices (GMP) and Lean Manufacturing Practices
- Implementation of continuous improvement initiatives viz. 5S, TQM systems

Assistant Production Manager – Gallothai – Bangkok (Thailand) 1997- 1998

- Personal Assistant tasks to Production Manager.
- Overseeing the production process in collaboration with the production manager.
- Supervising and motivate a team of employees (approximate 35 persons).
- Stock controlling.
- Identifying training needs and ensure the proper training is provided.

SKILL AND EXPERIENCE PROFILE

Interpersonal Skill:

Ability to relate well with other within the organization and externally, at all levels.

Ability to recognize the importance of valuing individual's contributions and strengths.

Management Skill:

Great interest for coaching and development of staff members.

Important focus on ensuring that the quality of the work and efforts of the staff are well acknowledged and Recognized.

Problem Solving Skill:

Ability to think in an analytical way, looking for the root causes and developing the adapted corrective and preventive action plan.

EDUCATION

B.A Bachelor of Art, Assumption University, Bangkok, Thailand

French Business, hotel management

1992 -1996

High School, Srivikorn High School, Bangkok, Thailand

French Business, hotel management

1990 - 1992

TRAINING

BRC Global Standard Training, SGS, Bangkok, Thailand

BRC Global Standard Food - Version 5 **2010**

Management Training, Crestcom, Bangkok, Thailand

The Bullet Proof Manager Training **2010**

Elaborate the new concept of chocolate fabrication, Thierry Atlan (MOF1997), Bangkok, Thailand

New Techniques of chocolate concepts **2008**

Lean Management (Kaizen), The Association for Overseas Technical Scholarship, Tokyo, Japan

KAIZEN Management **2007**

HACCP, National Food Institute of Thailand, Bangkok, Thailand

Hazard Analysis Critical Control Point **2006**

Good Manufacturing Practice, National Food Institute of Thailand, Bangkok, Thailand

Good Manufacturing Practice **2005**

Techniques of fabrication, Ecole Lenotre - Chocolat (Thierry Atlan), Plaisir, France

Bonbon à l'ancienne (Chocolate) **2004**

COMPUTER SKILLS

Microsoft Office 2007 (Word, Excel, PowerPoint, Outlook).

Autres Logiciels (Exact Globe 2003 Enterprise, XP.)

LANGUAGES

Thai: Mother tongue (read, write, speak).

English: Excellent (read, write, speak).

French: Intermediate (read, write, speak – B1).

HOBBY

Music, Travel, Cinema and Reading.

REFERENCES

Jean Louis Graindorge (Managing Director GalloThai) Tel: + 66 (0) 818695166

Emmanuel Rondel (Pastry Chef) Tel: + 66 (0) 819853132

Olivier Cuissot (Project Manager Puratos Thailand) Tel: + 66 (0) 819217455