



## **Mr. Eakpisit Thitanakkaphan**

8/69 Vista Park Village, Ratchada-Ram Inthra , Khan Na Yao ,BKK 10230

Phone : (66) 2347 7473 (Auto)

Mobile : (668) 18189887

LINE ID : eak\_hong

Email : [eakpisit@yahoo.com](mailto:eakpisit@yahoo.com) ; eakpisit.th@gmail.com

**Objective** : *Position in company that will enable me to make use of my experiences more than 15 Years in IT Technology Market to the proposed position.*  
*Success in Management.*

### **PERSONAL DATA**

**Sex** : *Male*  
**Age** : *40 Years*  
**Date of Birth** : ***April 8, 1976***  
**Health** : *Excellent*  
**Marital Status** : *Married*  
**Certification** : AVAYA Professional Certified (ACA-SALES: Year 2005)  
: Cisco ICM and IPCC AM Sales Introduction (Year 2013)  
: Cisco Contact Center AM Sales Introduction (Year 2013)  
: NetApp Accredited Sales Professional (Year 2012)

### **EDUCATION**

- **Khon Kaen University,Bangkok Campus , Executive MBA** *2002-2004*
- **Rangsit University, Bachelor's Degree of Business Administration** *1995-1999*
- **Adventist Ekamai School, Graduation Certificate of MS 6** *1992-1994*
- **Treim Udom Suksa Nomkao School, Graduation Certificate of MS 3** *1990-1992*

## WORK EXPERIENCES

- **FDS Networks (Thailand) LTD.** Unit 1403,14<sup>th</sup>FL,Empire Tower 195 South Sathorn Yannawa, Bangkok 10120

**Position:** Account Manager / Product Manager (Blackbox Products)

**Achievements:** RS Promotion PCL - Core Network System, Sermsuk PCL - UPS Power System  
Nakhonphathom Hotel /Core Network System, McGraw Hill Inc./Networks  
Infrastructure, Saint Gabriel's College/ Core Network System, Ocean Glass PCL/  
Network and etc.

**Black box Customer:** EGAT, Thai Oil, Beer Thai 1991, Auto alliance Corp, Schneider (Thailand),  
Citibank, Thai Shell Exploration and Production and etc.

*Responsible as Account Manager in Data network and Telecommunication products such as Cyber Guard, Cisco, AVAYA, 3COM, Black Box, SafeNet and Network Infrastructures like as Firewall, ISDN Backup, DSLAM, ATM, B-RAS, Network and Backup system, SSL VPN, Wireless solution and etc.*

[ July 1999 - October 2004 ]

- **Jebsen & Jessen Communications (T) LTD.** 29<sup>th</sup> Fl.,Sorachai Bldg. 23/110-117 Soi Sukhumvit 63 (Ekamai),North Klongton, Wattana ,Bangkok 10110 Thailand

**Position:** Assistance Business Manager  
(Dept.: Securities & International Bank / Enterprise Industrial)

**Achievements:** McCANN Worldgroup – Replace Core Networks to Extreme Networks and IP  
Telephony System by AVAYA IP Telephony , Mitsubishi Motor – AVAYA IP  
Telephony System ,

Finansa PCL, Mizuho Bank, BT Securities, SCB Securities, Thanachart Securities, United Securities,  
Deutsche Bank, The Bank of Tokyo-Mitsubishi UFJ, Barclays Capital, Ogilvy&Mather, Mitsubishi  
Motor, Initiative Media, Bangkok Hospital, Air Co (TRANE), Thai Silk (Jim Thompson), California  
WOW, TRUE Corp Group, Abbott Group.

*Responsible as Assistant Business Manager in IT and Telephony Solution Consulting like as IP-PBX, Contact Center (ACD, PCS, CCE, and IVR), Fax Server, Storage Systems, Voice Recording Systems, VOIP, Voice Messaging, Conferencing System by products partners AVAYA, NICE, IPC, Right FAX, Extreme Networks and etc*

[ October 2004 – April 2008 ]

- **Dimension Data (Thailand)** formerly known as Datacraft (Thailand), a subsidiary company of Dimension Data Asia Pacific, is established in 1989. 16<sup>th</sup> Floor, Column Tower, 199 Ratchadapisek Rd., Khlong-Toey, Bangkok 10110

**Position:** Senior Client Manager (MFG Sector)

**Achievements:** DKSH (Thailand) – Call Center 300 Agents,

Seagate (Thailand) – Replace IPT to Cisco, Replace Storage to NetApp and etc.

Mitsubishi Motor (Thailand), Thomson Reuter (Thailand), HGST, Colgate-Palmolive (Thailand), FedEx Thailand, McThai (McDonald), ALS Laboratory, Mattel, Ansell Thailand, NXP Manufacturing, TTNI (Toyota Motor), NISSAN Thailand, Schneider Thailand, IPG Advertising OTANI Tire, Thai Ace Leasing, LeBua Hotel, Chanel Thailand, NTT Comm, Emerson Thailand, HONDA and KTC.

*Responsible as Senior Client Manager in system integrator and propose technology and solution to serve customer requirement such as IPT, Contact Center Solution, Unified Communication, Storage solution, VDI & Virtualization solution, Networks Infrastructure & Borderless, Collaboration & Mobility, BYOD by Cisco Products, NetApp, EMC, Microsoft and other products depend on system require.*

[April 2008 – Aug 2012]

- **IBM (Thailand)** Global Technology Services Department under Integrated Technology Services (ITS) team and authorizes Cisco Gold Partner Certified Partner, Juniper, AVAYA partner to focus Networks Infrastructures and Communications Technology. 388 Floor 2A, Phaholyothin Road, Phayathai, Bangkok 10400 Thailand

**Position:** Senior Sales Specialist (Network solution)

**Achievements:** DTAC Network (Core Networks of 3G Project) – Deal value 9.3 Million USD

Revenue Department (Core Networks) - Deal value 0.65 Million USD

Thai Namthip (Core Networks) – 1.2 Million USD

Nonthavej Hospital (Networks Infrastructure Solution) – 1.15 Million USD

*Responsible as Senior Sales Specialist in system integrator and propose technology and solution to serve customer requirement such as Cisco IP Telephony, Contact Center (CCX) solution, Unified Communication, Networks Infrastructure & Borderless, Collaboration & Mobility, BYOD by Cisco Products, Juniper Networks and other products depend on system require.*

[Aug 2012 – June 2014]

- **Skyhigh Company** is a subsidiary of Malachi Company Limited. The company is Professional Solution Integrator in providing Telecom Products to Carrier Operator and IT enabled business solutions with direct support coverage across country and boundary area. 1371 Capital Mansion Fl.2 , Phaholyothin Road, Samsen Nai Phayathai Bangkok 10400 Thailand

**Customer Focus:** Large Enterprise and Government Sector

**Position:** Assistant Managing Director

**Achievements:** AOT (Airports of Thailand PCL) – Deal value 25 Million USD (CCTV Solution)  
Excise Department – Deal value 10 Million USD (Turnkey New Building)  
Custom Department – Deal value 2 Million USD (Core Networks)  
Custom Department - Deal value 18 Million USD (CCTV and Web Conference)  
Social Security Office Dept. – Deal value 14 Million USD (Networks and Router)  
CAT Telecom PCL – Project value 6.25 Million USD (ITSC)  
CAT Telecom PCL – Project value 3.12 Million USD (PS Domain)  
CAT Telecom PCL – Project value 0.56 Million USD (MSAN)  
Provincial Electricity Authority (PEA) – Project value 2.56 Million USD (Core Switch)  
Provincial Electricity Authority (PEA) – Project value 2.38 Million USD (Branch Switch)  
Provincial Electricity Authority (PEA) – Project value 1.71 Million USD (Router 501 ea)  
Provincial Electricity Authority (PEA) – Project value 2.50 Million USD (WLAN)

*Responsible as Head of Commercial and Technical Solution to support customer project requirement. Also work close with Sales team, Logistic, Financial and decide Overall Actions and do Strategic Planning for Growth and driving business gain. In Government Sectors, Telecom Operator and Large Deal will have important to close relationship by Head to Head, C Level to make decision any deals; For Senior Management and Operation teams must come to engage in Technical information and work close until their keep in mind.*

[July 2014 – Present]

## REFERENCE

- Personal reference available on request