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| ***Name :*** | **Pornthep Phitaksinsakul** |
| *Sex :* | Male |
| *Date of Birth :* | May 3rd, 1970 |
| *Nationality :* | Thai |
| *Languages*  *Spoken :* | Thai, English |
| ***Contact :*** | 18/52 Chaorakhae-Bua, Ladprao, Bangkok 10230  Home: +66 2 578-4023  Mobile +66 92 5195364  Pornthep\_ph@yahoo.com |
| ***Education:*** |  |
| *1990 - 1993* | ***University of Thai Chamber of Commerce (UTCC)***  Bachelor Degree of Economics  Majoring in Finance and Banking |

**Executive Summary:**

- P&L Reponsibility and grow the organization to acheive corporate objectibe.

- A high degree understanding over 17+ years experience in ERP, CRM, SCM, EAM in vious business i.e. Manufacturing, Trading/Services, Healthcare, Telco.

- 3 years experiences in Finance and Banking Industry for high value solution selling.

- Innovative and Consultative approach in dertermining to business solution.

- Strong analytical and problem solving skill, an ability to negotiate, presentation skill, train and communicate at all levels of an organiuzation.

- Specialist de develop relationship at seniro levels to negotiate/close deal with decision maker.

- Proven experience of sales management to design and implement an overall sales and development strategy to attract and build good relationship with customer.

- Strong market analysis and determind competitor strategy.

- Leadership and team leaders with 150+ staffs.

**Accomplishment Highlight:**

* **JSG Co.,Ltd.** - Grew the business from startup until reach to $5 million. (SAP Certified Partner and top 3 high contribution to SAP).
  + Employees from 10 to 50
* **Tectura (Thailand) Ltd.** - Turn around the business from negative and bad reputation to top 5 Microsoft Dynamic Partner in Thailand with $2min revenue.
  + Employees from12 to 35
* **NCR (Thailand) Ltd.** - Achieved 120% revenue from corporate target at 1st year and turn around the business with new strategies and disversify from Hardware Vendor to Solution Provider.

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| Career History  11/2012-present | ***NCR (Thailand) Ltd.***  ***Managing Director – Financial Industry***  - Responsibility for overall business for NCR Thailand. Includes Selfe Service, Sales operations, & profitability. Portfolio includes Hardware & Software solutions, Managed Services & Outsourcing  ***-*** P&L Reponsibility and grow the organization to acheive corporate objectibe. - Manage of 5 Account Managers, Service Team of 200+ (dot line).  Target Group:   * Financial and Banking insitution   ***Atos Origin (Thailand) Ltd.*** |
| ***Career History***  *01/2009****-****11/2012* | ***Tectura (Thailand) Ltd.***  **Country Manager**  - P&L Reponsibility and grow the organization to acheive corporate objectibe. - A high degree understanding over 15+ years experience in ERP, CRM, SCM, EAM in vious business i.e. Manufacturing, Trading/Services, Healthcare, Telco, Financial and Banking. - Innovative and Consultative approach in dertermining to business solution. - Strong analytical and problem solving skill, an ability to negotiate, presentation skill, train and communicate at all levels of an organiuzation. - Specialist develop relationship at seniro levels to negotiate/close deal with decision maker. - Proven experience of sales management to design and implement an overall sales and development strategy to attract and build good relationship with customer. - Strong market analysis and determind competitor strategy.  - Team motivation.  **Special Skill:** - Business Software: ERP, SCM, CRM, BI, HRM - Speaker and Lecturer on ERP and SCM at Thammasat University  **Target Group:**   * Manufacturing (Discrete/Process/F&B) * Trading Company * Services   ***Atos Origin (Thailand) Ltd.*** |
| ***Career History***  *03/2008****-****12/2009* | ***Trade Ship (Thailand) Ltd.***  **Sales Director**  Responsible for develop new business opportunity for selling SAP Solution and provide consulting services of SAP ERP, CRM, SCM. Planning of marketing activities executes account strategy and generates product and service revenue. Facilitates and maintains successful relationships with SAP customers, which will be measured by their reference ability and customer satisfaction levels.   * Manage existing sales channels and develop new potential routes to increase market share and achieve sales target * Ensure efficient post-sales services to clients * Gather market information and customer feedback in order to improve service quality   **Target Group:**   * Logistics * Manufacturing (Discrete/Process) * Trading Company * Services   ***Atos Origin (Thailand) Ltd.*** |
| *03/2005-02/2008* | ***JSG Co.,Ltd.*** |
|  | **Sales Director** |
|  | Responsible for develop new business opportunity for selling SAP Solution and provide consulting services of SAP ERP, CRM, SCM. Planning of marketing activities executes account strategy and generates product and service revenue. Facilitates and maintains successful relationships with SAP customers, which will be measured by their reference ability and customer satisfaction levels.   * Manage existing sales channels and develop new potential routes to increase market share and achieve sales target * Ensure efficient post-sales services to clients * Gather market information and customer feedback in order to improve service quality |
|  | develop new business opportunities for JSG and leverage JSG’s Network of Businesses and Alliances programs to increase market penetration and scope of service offerings  **Resource Management:**   * 2 Accounts Manager * 1 Telemarketing |
|  | **Target Group:**   * Manufacturing (Discrete/Process) * Trading Company * Services * Public Sector |

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| *02/2004-02/2005* | ***SAP Thailand Ltd.*** |
|  | **SMB Manager** |
|  | Responsible for the sale of mySAP ERP software package such as accounting, human resource management (HRM), customer relationship management (CRM), e-business and enterprise resource planning (ERP). |
|  | Channel management and develop marketing activities such as seminar or joint IT exhibition with partners. |
|  | Work with customers in developing software architecture to fit the customer’s organization. |
|  | Responsible to hit quarter target in team. |
|  | Maintain product positioning and growth of business partners. |
| *05/2000-02/2004* | ***Exact Software (Thailand) Ltd.*** |
|  | **Channel Manager** |
|  | Responsible for the sale of Exact’s software package such as accounting, human resource management (HRM), customer relationship management (CRM), e-business and enterprise resource planning (ERP). |
|  | Work with customers in developing software architecture to fit the customer’s organization. |
|  | Regular visits to see customer’s requirement and to maintain relationship. |
|  | Develop new customers and seek business opportunities in old customers. |
|  | Responsible to hit quarter target in team. |
|  | Channel management and develop marketing activities such as seminar or joint IT exhibition with partners. |
|  | Maintain product positioning and growth of business partners. |

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| *1996 – 04/2000* | ***Copyright Co., Ltd*** |
|  | **Business Manager** |
|  | Responsible: for Sale & Marketing in ERP Product (RAMCO e.Application), CODA Financials and MAXIMO (Enterprise Assets Management Product)   * Sales & Marketing commmunication objectives and capaign execution * Delivery multimedia presentation and Demostartion to an audiences * Account Management and report to Managing Director directly |
| *1994 – 1996* | ***Surint OMYA Chemicals (Thailand) Co., Ltd*** |
|  | **System Administrator** |
|  | * Provided in house support and implement of ERP software (BPCS on AS/400) for Accounting and Distribution Module. * Maintaining and developing application and report which support management team. |

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| *1993 – 1994* | ***Sinobrit Co., Ltd*** |
|  | **Internal Support** |
|  | * Developing application to support accounting department and sales department by using Cobol programming on unix and Oracle Database. * Provided in house support in term of hardware and software. |
| *1991 –1993* | ***Computer Training Centre – Branch Manager*** |
|  | * Responsible for training and managing revue of the branch |

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| ***Experience*** | |  | |
| *Hardware* | | Personal Computer /LAN | |
| *Operating* | | DOS/Windows NT, 2000, Unix | |
| *Database* | | MS-SQL Server, SQL Base,Oracle  MS-Access | |
| *Computer*  *Languages/*  *Tools :* | MS-Access, MS-Visual Basic and SQL Talk  PL/SQL Developer, Crystal Report | |
| *Applications :* | mySAP ERP  Exact Software Applications (Accounting, Distribution, Manufacturing and E-Business)  RAMCO e.Application (ERP)  MAXIMO: Maintenance Management Application  CODA Financials: Accounting Application  BPCS: Application for Accountin and Distribution  MS-Office/Workgroups (Access, Excel, Outlook, PowerPoint, Project) Visio Professional | |
| ***Training*** | |  | |
|  | *SAP Asia PTE td – Singapore*   * *SAP Sales Training ( 5 days)*   *Delft, The Netherland (1.5 Months)* | |
|  |  | *Exact Applications and Sale Training*   * Strategy to sell product * Approach Methodology to selling * Product training *(Accounting, Logistics, Manufacturing and E-Business)* |

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|  | *Manila, Philippines (5 Days)* | |
|  |  | Sales Training   * Presentation skill * Selling skill * Negociation skill * Business Analysis |
|  | *Bangkok, Thailand* | |
|  |  | RAMCO e.Applications (ERP) Application and  Sale Training (5 Days)  MAXIMO: Application and Sales Training (4 Days)  CODA Financials: Application and Sales Training (5Days)  BPCS: Application Training (10 Days)  IBM AS/400: System Administrator  Presentation Training in English (2 Days)  Presentation Training in Thai (2 Days) |