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| mr. taanakit inTHARAUDOM  Cell Phone : + 66 9 2538 5936  Email : taanakiti@yahoo.com  Linkedin  https://th.linkedin.com/in/taanakitintharaudom |  |

EDUCATION

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| 2005 - 2008 | MBA in Service Business and Management  Kasetsart University, Bangkok - Thailand | 1991 - 1994 | B.Eng., Computer Engineering  King Mongkut’s Institute of Technology, Bangkok - Thailand |

June 2008 – Present : [Independent Sale and Consultant](https://www.linkedin.com/company/2632?trk=prof-exp-company-name)

My job is to transformation my client products and solutions into geographic/country specific culture business execution plan and acted myself to be executed those accordingly. Most of my client contract, I will acted as insight customer influenced to BOD,CXO,SVP,VP,Purchased manager, stakeholders, so on (whether by myself or third, I will find the way) to put my client ‘s unique selling specification with competitive TOC against competitor’s client into customer decision committee.

My focus clients are technology owner or/and international company who wish to tap and step-in into Indo-china market. Most well known client also required me to support such as

Cisco for AIS IP-RAN Advance Service; Dimension data as ninja at SCB bank, NTT, PTT Thailand ; Huber+Suhner for interim country manager until Swiss guy come and continued drive their cable connector/wire cable/ Optic fiber in State-Railway of Thailand and MEA ; Mobile Cell Site on Billboard in AIS also first make business plan and realization by me.

With DDI world famous vendor like Bluecatnetwork, I am received Country Manager of Indo-china, I drive together with assigned distributor into Airport Authority of Thailand, Chula University, Educated IPV6/DDI solution to EGA, Put the specification to Oredo Myanmar.

Inside out is key of achievement. Internal client convincing are my key in order to generate the perfect stream solution and support to customer and outside in is input from customer to internal client organization. Short-Term is PO whereas Long Term is Client solutions trap into all part of Customer technology infrastructure and marketing.

April 2015 – present Managing Partner by holding only 9% Shared ([www.ingeniocorp.com](http://www.ingeniocorp.com))

Without any monthly compensation, I agreed to coach this company of one year for settling company policy/vision/strategic/goal. Knock the door with C level and BOD level of customer by request from staffs and management team. Coaching sale and operation team to be owner thinking more than employee thinking. Take care and negotiate with our Vendor named

* [www.calorflex.eu](http://www.calorflex.eu): Heating cable
* [www.ciptor.com](http://www.ciptor.com) : security network
* [www.maglonia-cms.com](http://www.maglonia-cms.com) : content management software

Mar 2011 – Feb 2012 3D NETWORKS CO., LTD as TOP SELLING of COMPANY BOTH CISCO AND AVAYA

POSITION: Business Development Manager – Global Account Customers

Point of contact for the TH and Indochina customers - BT global service, Verizon business and Orange business service. Beyond from Global Account Responsible, I also develop new local customer with significant number as achieved on break through IHG account (Inter-Continental Hotel)**, JW** Marriott Hotel (Call center System), CSC, Sabic, Bakerhughe, Johnson Johnson

M**ay 1995 – June 2007 Many position in Siemens Communication Network both Thailand and Asia-Pacific, Ericssion for Shin Account, Thai Telephone and Telecommunication as Research Engineer**