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| CK **Education**Assumption university, thailand 2010 : M.B.A – Marketing  2003 : B.B.A - Marketing **Languages** English – Business Proficiency  Thai – Native Proficiency **core skills** Operations Management  Logistics/ Supply Chain Management  Project & Program Management  Inventory Control & Reduction  Continuous Improvement  Import & Export **IT Skills** SAP  SPSS  Microsoft office  Lotus Notes | |  | | --- | | Chonmanee KanphiromSupply chain| logisitics |automotive| operations  professional |  **CAREER HIGHLIGHTS** During my tenure as Corporate Strategy Assistant Manager, I successfully established a new logistics company with 20-million-baht capital injection. Expectations were exceeded with a 40% revenue increase in the second year.  I was identified as the first young generation leader and was relocated to Japan for 1 year of intensive cross-operations training. I returned to Thailand as a representative of Mitsubishi Japan.  As Import & Export Supervisor, I led over 300 special projects (dangerous goods, ATA Carnet, Emission Test, Discreet Shipping, Etc) to/from 15 countries with 0% error rate. **WORK EXPERIENCE****Regional Senior Management Executive*****Motor image enterprises pte ltd., Singapore* • *Mar 2015 - present***  * **Regional Operation** * **Policies Establishment**: Developed, implemented and streamlined SOPs (Sales process, Transportation process, Aftersales process, Importation process, etc.) for subsidiary companies. Aligned and standardised SOPs for subsidiary companies in the APEC region. Monitored established SOPs and refined when a gap has been identified. * **Operations Monitoring**: Acquired data and analysed indicators of operations of subsidiary companies. Developed reports for Management’s review. * **Goals Reconciliation**: Conducted meetings and training with subsidiaries’ management teams to reconcile differences between their progress and HQ’s goals and standards. * **Problem Solving:** Developed strategies to solve problems faced by subsidiaries companies. Discussed with subsidiaries’ management teams to implement solutions. |

### **WORK EXPERIENCE**

* **Regional Compliance**
* **Legal Compliance:** Identified legal breaches. Monitored, guided and supported the subsidiary companies in Thailand to comply the necessary licenses (BOI, Factory licenses, Hazardous Environmental licenses, Transportation licenses, etc.) for each business.
* **Securing Company’s Interest:** Communicated with legal firms on companies’ legal requirements and developed strategies to protect local companies’ legal interest. Advised Management teams on required actions.
* **Regional Cost Management**
* **Cost Monitoring:** Monitored purchases and cost indicators of each company. Analysed the indicators and develop timely reports for Management’s review.
* **Supplier Selection:** Developed and implemented an effective Supplier’s Selection Process for all subsidiaries. Monitored and analysed new and existing suppliers before submitting for approval.
* **Supplier Negotiation:** Conducted annual suppliers’ negotiation for suppliers of subsidiaries in Thailand to meet the company’s annual cost reduction targets. Achieved a total cost reduction of 1.7 million baht which exceeded the initial target by 42% in 2015.
* **Policies Development:** Developed strategies for identifying possible cost reduction areas. Collaborated with subsidiaries’ management teams to implement measures and controls to safeguard these resources.

#### **Corporate strategy assistant manager**

#### ***tc zero logistics (thailand) co., ltd.* • *nov 2013 – mar 2015***

(Subsidiary company of Motor Image Enterprises Pte Ltd., Singapore)

* **Business Set-Up**:
* Assisted in the establishment of a new logistic company, TC Zero Logistics (Thailand), with a capital injection of 200 million Thai Baht.
* Developed SOPs, process flows and controls mechanisms for the logistics operations of – but not limited to – Pre-Delivery Inspection for cars, trucks and buses; transportation services for cars and trucks; bonded and general stockyards/warehouses; importation of cars.
* Led and monitored the implementations of these SOPs, process flows and control mechanisms.
* Participated in the forward business planning of TC Zero (Thailand) and TC Zero (Thailand) such as direction and goals setting, manpower and resources planning, P&L analysis, department structuring, SWOT analysis, market and opportunities analysis.
* Represented the companies in business negotiations with major suppliers and customers which include APL Logistics (Thailand), Wuerth (Thailand) Co., Ltd, Mitsui-Soko, Toyofuji, Nissan Motor (Thailand), Mitsubishi Motors (Thailand), Suzuki Motor (Thailand).
* Led a cost optimization exercise for selected suppliers of TC Zero (Thailand), Nissan Diesel (Thailand) and Motor Image (Thailand) which resulted in a cost savings of approximately 1.2 million Thai Baht or 8.3% in annual cost.
* Assisted in local/daily management operations.
* **Licensing**: Communicated and coordinated with legal partners to acquire the necessary licenses of each business.
* **Business Monitoring and Reporting**: Monitored issues regarding the Transportation, Body and Paint, Import and Export, Aftersales and Vehicle distribution center businesses and provided solutions and countermeasures to the problems to the Regional Management.

### **WORK EXPERIENCE**

#### **Export operrations & planning supervisor**

#### ***mitsubishi motors (thailand) co., ltd.* • *sep 2005 – oct 2013***

#### ***mitsubishi Motor Corporation, japan (relocation)* • *sep 2006 – oct 2007***

* **Shipment Plan:** Prepared the shipment plans for all direct CBU business to export vehicles to Malaysia, Philippines, and Indonesia.
* **Ordering Data:** Monitored and controlled lead time in placing orders, perform order revision and coordinated with the production section to produce the vehicles as the customers’ requirement.
* **Claim:** Acted as a respondent between the head quarter company in Japan, customers and QA department to investigate and solve problems regarding claims.
* **Vehicle Dimension:** Controlled, monitored and maintained the dimension of all export CBU units in SAP system based on the information bulletin from Mitsubishi Japan.
* **Monthly sale report:** Prepared the monthly export sale volume reports to submit to Toyota, who is the representative of the Automotive Association of Thailand, to share the report with all car makers in Thailand.
* **Special / Confidential project:** Performed as the team lead in various special projects which involved testing of cars and emission tests that may require a complicated process in the exportation of cargoes to test in Japan or the R&D Centre in Netherland.
* **Shipping documents:** Monitored that all shipping documents (Form-D, Form-A, Packing list, FTA, Invoice, BL, etc.) are issued correctly.

#### **Export officer**

#### ***toyota (thailand) co., ltd.* • *jun 2005 – aug 2005***

* **Exporting shipment:** Managed customer accounts in 12 countries which included Africa, Australia and New Zealand. Handled any special exportation of CBU unit.
* **Shipping documents:** Prepared shipping documents (Form-D, Form-A, Packing list, FTA, Invoice, BL, etc.).

#### **Marketing & Sales officer**

#### ***ebci logistics co., ltd.* • *apr 2004 – may 2005***

* **Marketing and Sales:** Proposed shipping packages to prospective customers.
* **Shipment Scheduling:** Coordinated with the shipping companies and customs to support export shipment.