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**Personal data**

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**Education Background**

* 06/1995-03/1999: B.Sc. Computer Science, Thammasat University
* 06/1988-03/1994: High School At Rajasimavittayalai ,Nakonrajasima
* 06/1982-03/1988: Elementary School At Assumtion, Nakonrajasima

**Work Experience**

***11/2014 to Present*** Huawei Technologies (Thailand) Co., Ltd.

**IT/DC Executive Business Development Manager**

•Support mid-size to large IT/ Cloud and Data Center related projects and engaging with Enterprise and carrier business in Thailand (AIS/True/DTAC/CAT/TOT/JAS) by sharing the company solutions, strategy and future directions.

•Support customer targeted technology events, preparing technical solutions, and traveling to customer locations and regional Huawei offices supporting the account teams.

•Brand ambassador evangelizing Huawei IT vision and articulating the advantages of Huawei IT/Cloud/Data Center solutions and services.

•Support Huawei IT/Cloud/Data Center Marketing and Branding activities (CXO visits, seminars, workshops, and forums), promote the Huawei ICT brand and develop new opportunities, build and enhance relationship with potential customers or partners.

•Acquire customer, market and competitive information on daily basis in order to influence R&D/HQ in China to make the right and timely decisions for product and solution planning. Required areas of expertise include Enterprise IT, Telecom IT, Cloud (private, public and hybrid), Virtualization, Orchestration, and Management in compute, storage, network; software defined data center/storage/network, SDN, NFV, Big Data and etc.

•Participate in training materials development, sharing experience and delivering technical abilities through the trainings organized by HQ/Regions in order to promote corporate solutions sales competence.

**Success Story**

-True IDC Public Cloud with Huawei FusionSphere&FusionCube

-DTAC Private Cloud with Huawei FusionSphere&FusionCube

***08/2013 to 10/2014*** Hewlett-Packard (Thailand) LTd.

**Technology Consultant IV**

* Storage Service Engagement leader for Thailand business.
* Partner Management for HP 3rd party service.
* Big Data lead for Thailand business.
* Service‘s price structure for Technology Service Consulting in Thailand.
* Customer advisor for HP’s Storage and Cloud Solution.
* Conduct the Storage Infrastructure technical and workshops. Present and review schematics/drawings and final solution with customers.
* Assist customers and account teams with the definition and planning of technical strategies that will enable them to take advantage of company’s’ IT Infrastructure Products, and Services
* Serve as key member of Sales Team and provide direct Pre-Sale technical support – including qualification of opportunity.

***06/20012 To 08/2013*** Hitachi Data Systems

**Partner and Alliances Manager**

* Expand HDS business via Partner Enablement.
* Manage relationship with HDS alliances.
* Sale Manager for HDS‘s None name customer.
* Channel management for Thailand Distributer/SI
* Technical lead for HDS‘s Silver Partner.
* Hiring new partner for HDS’s business.

***11/2011 To 05/2012*** DELL Corporation (Thailand)

***Storage Business Development Manager***

* Product specialist on Dell‘s Storage Domain.
* Focus on Indochina market (Thailand ,Lao, Cambodia and Myanmar)
* Manage price structure of Dell‘s Storage Domain.
* Participate in customer engagement with Customer to develop sales leads and opportunities.
* Ownership of technical engagement, definition of implementation architectures, responding to RFPs, and achieving ultimate success around specific technical projects.

**Sale Achievement and**

**-**Achieve Sale Target 3 M USD at 3.1 M USD **Success Story**

***05/2005 To 11/2011*** DELL Corporation (Thailand)

***Senior System Consultant***

* Support IT knowledge for Sales and Marketing
* Design infrastructure and IT consulting.
* Drive revenue for meet target with sale team.

**Sale Achievement and Success Story**

**-** Highest Sale Achieve target for Dell South Asia on Q3FY10

**-**Win 1 M USD Storage project due at Sisiraj Hospital

-Achieve Sale Target 8 Quarter

-Expand online Dell’s business customer.

-APJ System Consultant of the year 2007

***04/2004 To 04/2005*** Image Technology (Datamat Group)

***Presales Manager***

* Support IT knowledge for Sales and Marketing
* Manage Presales team
* Drive revenue for meet target with sale team
* Software Trainer for Document management system.

***07/2002 To 03/2004*** Xylogic Co, ltd

***Senior System Engineer***

* System Administrator at **Chevron Texaco** (Caltex Oil (Thailand)) - Manage Server farm for Star mart service for Thailand ,Hong Kong ,Philippine ,Singapore, South Africa
* IT Supervisor at **CUEL** - Supervisor of IT support

***01/2002 To 06/2002 (Contract)*** Compaq Computer(Thailand)

***Helpdesk Engineer***

* Support at Citibank (Thailand)

***03/2000 To 11/2001*** Teleinfo Media

***Programmer And Network Administrator***

**Success and Experience**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Project Name** | **Client** | **Duration** | **Role** | **Solution and Action** |
| True Storage Migration | True Internet | Dec 13-May14 | Technical Lead | Delivery Plan with customer and manage delivery team |
| AIS System Migration | AIS | Jan14-Apr14 | Project Manager | Delivery Plan with customer and manage delivery team |
| SET Storage Migration | SET | Feb14-Apr14 | Project Manager | Delivery Plan with customer and manage delivery team |
| Storage Upgrade | Siriraj Hospital | Sept 11-Dec 11 | System Consult | Replace new storage with replication by storage and VMware SRM |
| Cloud System | PDMO | Dec 11-May 12 | System Consult | Design Virtual desktop (VMware) ,IP narrowcast system , unify communication and WAN optimization for connect to other site |
| DR system | PTT EP | OCT11-Jan 12 | Storage Consult | Design storage for replication from HQ to DR site plus VMware solution |
| NAS solution | PTT ICT | Jan12-May12 | Storage Consult | Design and POC NAS system for PTT ICT |
| Web Infra | Manager Online | May06-Oct07 | System Consult | Design Web infrastructure with Microsoft Application and Business continuity plan |
| Virtual system | Capital Nomura Security | Oct05-Dec-05 | System Consult | Hardware design for new virtual system (Third VMware due in Thailand from Dell) |
| New Game Infra | Asia soft | 5-Jul | System Consult | Server design work with Korea team of Asiasoft |
| Document Management system | DBD | May04-Dec04 | Software design | Design Document management system integrate with local API for dbd (Department of Business Development) for support Thailand business database |
| Easy13 | AIS | May00-Nov00 | Programmer | Software for telephone searching support AIS customer that integrate with AIS mobile life application |
| 1188 Call search | Teleinfo Media (Shinnawattara Directory) | Jan01-Apr01 | Network administrator | Manage call center for 1188 call center focus on Windows server ,Client and IVR application |

**Training**

* Document Management System and Work Flow  At Newgen Software Technologies Co.,Ltd  ,New Delhi ,India
* Dell Enterprise Product, Dell Asia Pacific ,Penang, Malaysia
* Dell Enterprise Product, Dell Asia ,Shanghai, China
* Dell Enterprise Product, Dell Asia ,Xiamen, China
* HDS Sale Boot Camp,Santa Clara,CA ,USA
* Global Solution Ellite Team,Huawei HQ,China

**Certify Professional**

Microsoft Certified IT Professional (MCITP)

VMware Certified Professional (VCP4)

**Sale and Solutions Consult Award**

**-**APJ ASG SC of the year 2007

-Altitude Club Q3FY10

-APJ Gold Award Q3FY12