***Personal Information***

**ชื่อ:**  ธนิศร์ ลีลาพัฒนวงศ์

**วันเดือนปีเกิด:** 18 ธันวาคม 2527

**อายุ:** 30

**สถานที่เกิด:** กรุงเทพมหานคร

**สัญชาติ:** ไทย

**ศาสนา:** พุทธ

**ที่อยู่ปัจจุบัน:** 1078/152 ซอยสุดสาคร ถนนพรานนก แขวงบ้านช่างหล่อ เขตบางกอกน้อย กทม10700

**เบอร์ติดต่อ:** 085-554-0595

**อีเมล์:** [jjaythanit@gmail.com](mailto:jjaythanit@gmail.com)

***Qualification and Education***

**2010 – 2012** **ปริญญาโท** **บริหารธุรกิจมหาบัณฑิต (ธุรกิจระหว่างประเทศ)** ภาคภาษาอังกฤษ

มหาวิทยาลัย ธรรมศาสตร์

**2006 – 2009** **ปริญญาตรี บริหารธุรกิจ (การตลาด)** ภาคภาษาอังกฤษ

Christchurch Polytechnic Institute of Technology, Christchurch, New Zealand

**2005** **อนุปริญญา บริหารธุรกิจ (การตลาด)** ภาคภาษาอังกฤษ

Christchurch Polytechnic Institute of Technology, Christchurch, New Zealand

**2003 – 2004** **Certificate for Entry to Tertiary Studies**

Christchurch Polytechnic Institute of Technology, Christchurch, New Zealand

**1998 – 2002** **มัธยมปลาย** ภาคภาษาอังกฤษ

Changkat Changi Secondary School, Singapore

***Employment and Experiences***

**June 2013 – Oct 2015**

**Company: Omron Healthcare (Thailand) Co., Ltd.**

**Type of Business: Japanese Healthcare Company**

**Position: Sales and Marketing Executive**

**Responsibilities**

* Develop business for chain stores and OTC market for nationwide with distributor
* Develop and collaborate with distributors to expand the hospital market.
* Develop and provide product workshop and training to doctor/nurses in Hospital to create demand and tender
* Visit Hospitals and make relationship with customers to know business process in hospitals
* Work individually and as a team to forecast and achieve sales
* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Promote sales growth in assigned product lines.
* Prepare and alter presentation contents to present to target specific audiences.
* Demonstrate and explain products in order to persuade customers to purchase products.
* Identify interested and qualified customers in order to provide them with additional information.
* Representing the company at trade exhibitions, events and demonstrations
* Provide product training materials such as presentations, manuals and questions after training.
* Practice demonstrations to ensure that they will run smoothly.
* Train product knowledge to all chain stores and OTC staff.
* Offer specific training programs to distributor to help staff improve selling skills.
* Specifying market requirements for current and future products by conducting market research supported by on-going visits to chain stores and OTC.
* Listening to customer requirements and presenting appropriately to make a sale
* Thai Translators for Japanese to communicate with clients

**Special project tasks**

**“New Product Collaborative Project” at Omron Healthcare Headquarter Singapore  
Date: April 2014 – March 2015**  
 - Sale Representative to participate this project at Omron Healthcare Headquarter in Singapore with Singapore team monthly.  
- Collaborate with marketing and sales team in Singapore to create business idea: Product Idea, marketing strategies to be launched in Thailand.  
- Marketing survey and explore business opportunity in Thai market.  
- Develop a business plan to be submitted to Omron healthcare Headquarter.

**July 2011 – May 2013**

**Company:** BestSkinChoice Co., Ltd

**Type of Business:** Trading Company importing Beauty and Skincare product from USA for both online and offline shops

**Position:** Sale and Marketing Executive

**Responsibilities**

* Develop business with Importers and manufacturers to distribute products through OTC, sub-dealers and chain
* Main contact to USA manufactures to distribute products in Thailand.
* Find new products to import and distribute products in Thailand.
* Demonstrate and explain products in order to persuade customers to purchase products
* Provide product training to all OTC staff, sub dealers and Chain
* Product Training to staffs and PC of the shops for better sales
* Increase sales inquiries and product awareness by developing B2B and B2C business
* Create an marketing online activities for online customers channel
* Setting, Achieving and Increase the sale target.
* Negotiating and Handling problems with customers
* Investigators causes of products complaints from customer

**Feb 2010 – July 2011**

**Company:** Hanwa (Thailand) Trading Company Limited

**Type of Business:** Japanese Trading Company (Under Steel Section)

**Position**: Sales Executive

**Responsibilities**

* Representative of Thailand branch under steel section to visit steel mill in China
* Negotiate business contract with steel customers in Thailand
* Main contact to Japan Headquarter and branch company around the world
* To achieve the sales target of the company
* Establish strong connection with customers and key accounts
* Thai translators for Japanese managers when visit Thai clients.
* Demonstrate and explain products in order to persuade customers to purchase products.
* Representing the company at trade exhibitions, events and demonstrations.
* Demonstrate and explain products in order to persuade customers to purchase products.

**July 2005 – Oct 2009**

**Company:** “G Tech Limited and Victoria Thai restaurant

**Type of Business:** Thai Restaurant

**Position:** Supervisor (Part time while studying)

**Responsibilities**

* Cooking and Serving food
* Customer service
* Training supervising crew members
* Arranging Special promotion to customers
* Organize and Conduct events for customers
* Find new customers to use the service of the restaurant.

***Skills and Abilities***

**Language Skill**English – Excellent  
Thai – Excellent  
Chinese - Good

**Computer Skill**

* Proficient in Microsoft Windows, Microsoft office especially in Microsoft Word, Excel and PowerPoint
* Competence in using Lotus notes
* Excellent level of typing skills in both English and Thai