

# INTOUCH BROESE VAN GROENOU, BUSINESS DEVELOPMENT

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## EXECUTIVE SUMMARY

A business development manager with 5 years of experience in IT services, logistics supply chain, and software development. A data-driven strategist specializing in infrastructure analysis, business analytics, and technical project management to drive efficiency and innovation in enterprise operations.

## PROFESSIONAL SKILLS AND INTERESTS

- IT Infrastructure & Networking
- Software Development
- Business Analytics
- Leadership & Management
- Process Optimization
- Creative Media Design

## EDUCATION

**Master of Science Earned (Engineering Business Development).** University of Warwick

- Overall GPA: 114/200

**Master of Engineering Earned (Engineering Management).** Chulalongkorn University (Thailand, Bangkok)

- Overall GPA: 3.50

**Bachelor's degree Earned (Mechanical Engineering).** King Mongkut's University of Technology North Bangkok (Thailand, Bangkok)

- Overall GPA: 3.45

*Additional Professional Development (Complete Courses in):*

- [The Ultimate React Course 2024: React, Next.js, Redux & More](#) – Udemy, Inc. (2024-2025)
- [MS Dynamics365-Finance & Operations – MB300|310](#) – Udemy, Inc. (2023)
- [PyTorch: Deep Learning and Artificial Intelligence](#) – Udemy, Inc. (2022)
- [EVE-NG Training Course to Build Virtual Labs](#) – Udemy, Inc. (2021)

## PROFESSIONAL SKILLS DEMONSTRATED

EW LOGISTICS AND TRANSPORT (THAILAND) CO., LTD

May 2020 – Present

*A leading logistics provider in Thailand with 300 employees and an annual revenue of approximately 700 million Baht, specializing in cross-border transport, shipping documentation, frozen distribution, and labor services. Serves enterprise clients such as GC Logistics, Top Supermarket, Nice Group Holding, Adidas, and Lampton.*

### Business Development

Aug 2023 – Present

Develop and implement strategies to enhance logistics efficiency and competitiveness. Leads data-driven projects, IoT solutions, and SAP B1 integration to optimize operations and decision-making.

- **Data Engineering:** Designed a data model leveraging Azure Databricks for driver behavior analysis and AWS AutoML for sales forecasting, optimizing logistics efficiency and predictive accuracy.

- **IOT Solutions:** Planning to Develop IoT-enabled real-time monitoring for cross-border logistics, integrating temperature tracking in chilled truck and camera capture systems in containers to improve supply chain visibility.
- **Project Management:** Managed SAP B1 implementation with outsourced teams, integrating .NET Core7 add-ons and overseeing IT infrastructure to streamline logistics and financial operations.

### **IT Manager**

June 2021 – August 2023

Managed IT infrastructure, software development, and network operations. Implemented in-house solutions, oversaw hardware execution, and optimized enterprise technology systems.

- **IT Infrastructure Deployment:** Including building EVE-NG testing prototypes for MS Server and FortiGate Firewall, implementing them, migrating email systems from Google Workspace to Microsoft Azure, and relocating a warehouse server.
- **Software Development with VBA:** Developed enterprise applications in MS Access with VBA, creating truck booking, HR management, and IT asset management systems, and automating PDF-to-Excel data imports to enhance operational efficiency.
- **Web & Inventory System:** developing an inventory management system using PHP (Laravel 9), integrating supplier, customer, product, and invoice tracking for efficient business operations. And developed and launched the company website using Webflow, integrating HTML, CSS, and JavaScript for a professional online presence aligned with business branding.

### **Management Trainee**

May 2020 – June 2021

Supported logistics audits, risk assessments, and compliance evaluations. Assisted in international shipments (MM-TH, MY-TH), cargo consolidation, and intermodal transport planning. Engaged with stakeholders and customers.

- **Risk Management & Compliance:** Conducted supply chain audits, identifying compliance gaps and inefficiencies. Developed risk mitigation strategies that enhanced logistics performance and regulatory adherence.
- **International Logistics:** Analyzed cross-border logistics data to optimize shipment planning and cargo consolidation using Dijkstra's and Genetic Algorithms, reducing operational costs and improving delivery efficiency.
- **Leadership & Management:** Collaborated with stakeholders, attended business meetings, and facilitated cross-border logistics discussions to improve coordination and decision-making.

BVG GREENLIGHT CO., LTD

Aug 2023 – Present

*A retail snack company specializing in premium popcorn products, generating approximately 10 million Baht in annual revenue with a team of 10. Develop innovative sales channels and digital integrations.*

### **Manager (Stakeholder)**

Overseas daily operations, project execution, and strategic planning. Leads system integrations, eCommerce development, and marketing initiatives to optimize efficiency and business growth.

- **Project Management:** Implemented and integrated the FoodStory POS, inventory, and CRM systems, optimizing transaction workflows and customer engagement. Connected API integrations between CRM and Line Official Chat.
- **Graphic Design:** Designed supermarket kiosks and retail displays using SketchUp and AutoCAD, incorporating structural layouts and electrical mapping to optimize space utilization and branding. After Effects to enhance brand presentation and marketing efforts.
- **Software Development:** Developed an eCommerce platform using Shopify, enhancing online sales and streamlining product management. Integrated with POS and CRM for real-time inventory tracking.

## RELEVANT PROJECTS

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**Software Development (master's degree dissertation):** Designed a Microsoft Dynamics ERP integration framework (TOGAF) to streamline cross-border logistics, improving data flow and process automation. (April 2022 – April 2023)

## OTHER RELEVANT INFORMATION

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**Languages:** Thai (native fluency), English (intermediate), Chinese (beginner)

**Software:** HTML/CSS, SQL, JavaScript, VBA, C, C++, C#, PHP, Python and X++

**Library & Framework:** Scikit-learn, PyTorch, Pyomo, React, Next.js, .NET7 and Laravel

**Hardware:** Linux, EVE-NG, CISCO, FortiGate, Windows Server, Synology, VMware and Hyper-V

**Technological Platform:** MS Azure, AWS, MS Dynamics CRM, MS Dynamics ERP, SAP B1, MS Office 365, Power Platform, Webflow, Shopify, MATLAB and Arduino IDE

**Graphic Platform:** Davinci, Adobe Photoshop, Illustrator, After Effect, SolidWorks, AutoCAD and Canva