



JAKKAPAN CHINSOPA (TUM)

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SUMMARY

High-achieving Information Technology student (GPA 3.95) with a strong background in retail sales, store management, and CRM development. Proven ability to bridge the gap between technical solutions and business needs. Seeking to leverage expertise in IT systems, data analysis, and customer relationship management to drive sales growth and operational efficiency.

WORK EXPERIENCE

- IT & Full-stack Developer Intern | Comform Isan Co., Ltd.** 2024 – Present
- Developing a custom CRM system using PHP and PostgreSQL, deployed via Render.com to manage over 100+ clients.
 - Created an E-commerce platform featuring an integrated admin dashboard and a warehouse management application.
 - Managing IT services, online marketing content, and developing a car rental management system.
- Store Manager | SUKNAKA** 2023 – 2024
- Directed daily operations, managed team scheduling, and provided comprehensive sales reports to the owner.
 - Enhanced customer satisfaction through effective problem-solving and team leadership.
- Service & Retail Associate | MK Restaurant / Lotus's Go Fresh** 2021 – 2022
- Handled high-volume cash transactions, inventory restocking, and fresh food management.
 - Delivered excellent customer service in fast-paced environments, ensuring efficient service delivery.

EDUCATION

- Diploma in Information Technology** 2024 - 2026
- Khon Kaen Vocational College | GPA: 3.95

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- High School Diploma** 2024 - 2026
- Phu Kradueng Wittayakhom School | GPA: 3.33

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ADDITIONAL INFORMATION

- Technical Skills:** CRM Development (PHP, PostgreSQL), Full-stack Development, Data Analysis, IT Support, Software Testing.
- Business Skills:** Sales Channel Management, Negotiation, Online Marketing, Customer Relationship Management (CRM).
- Soft Skills:** Highly motivated, agile & adaptable, cross-generational coordination, and strong collaborative mindset.
- Tools:** High-level computer literacy, Video Editing, and Office Productivity Suites.