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 Esan Co., Ltd.   **Sept 2025 – Present**
- Developing a custom CRM system using PHP and PostgreSQL, deployed via Render.com to manage over 100+ clients.
- Developed an E-commerce platform featuring an integrated admin dashboard and warehouse management application, expanded from a professional college project.
- Managing IT services, Served as a Content Creator for online marketing and collaborated with the team to develop a car rental management system.

Store Manager │ SUKNAKA   **Feb 2022 – May 2023**
- Managed daily operations, including staff scheduling and preparing comprehensive sales reports for a 24-hour small-scale retail store.
- Enhanced customer satisfaction through effective problem-solving and team leadership.

Service & Retail Associate │ MK Restaurant / Lotus's Go Fresh   **May 2021 – Feb 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   **May 2024 – Feb 2026**
Khon Kaen Vocational College │ GPA: 3.95
- Key Projects English: Chatbot Vega: Developed a Line OA chatbot using Python (Term 1).
- Shopping Cart Website: Created an online shopping platform using PHP and MySQL (Term 2).
- E-commerce System: Developed a full-scale system using PHP and PostgreSQL, deployed via Render.com (Term 3).

High School Diploma   **May 2017 – Jan 2020**
Phu Kradueng Wittayakhom School │ GPA: 3.33
- Strong systematic thinking and calculation skills through the Science-Mathematics program.

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, Proficient in leveraging AI tools for enhanced productivity.
- **Hobbies:** Enthusiastic Badminton player (P- Level competitive player).