**Sirirat Aguilasocho**

619-208-7804 - [Swisuthisakchai@yahoo.com](mailto:Swisuthisakchai@yahoo.com)

Results-oriented Director of Project Management with over 12 years of experience orchestrating complex projects in global supply chain operations. Proven track record in strategic planning, procurement, and vendor management, driving operational excellence and delivering substantial revenue growth. Expertise in cross-functional leadership, contract negotiation, and supply chain optimization. Ready to leverage comprehensive skill set to spearhead your organization's success.

**Professional Strengths**

* **Project Management & Leadership**: Proficient in managing all operational aspects of complex projects and providing effective leadership to ensure successful execution.
* **Strategic Planning & Collaboration**: Experienced in strategic planning for sourcing and manufacturing practices, collaborating with cross-functional teams to align with organizational goals.
* **Client Relationship Management & Procurement Strategy Development**: Capable of fostering strong client relationships while developing innovative procurement strategies to optimize project outcomes.
* **Risk Management & Financial Analysis**: Skilled in identifying and mitigating risks, conducting financial analysis, and proposing cost reduction initiatives to ensure project success.
* **Motivation & Revenue Generation**: Adept at motivating teams and increasing revenue by identifying high-performing clients and offering tailored services.
* **Deadline Management & Compliance**: Proficient in managing project timelines, ensuring compliance with quality standards and regulatory requirements.
* **Process Improvement & Reporting**: Experienced in driving process improvements and effectively reporting project status to stakeholders and executive management.
* **Contract Negotiation & Supply Chain Management**: Skilled in negotiating contracts with major retailers and leading supply chain program execution to ensure competitive costs and high-quality standards.
* **Problem Solving & Quality Assurance**: Strong problem-solving skills and expertise in ensuring product specifications meet quality and regulatory requirements.
* **Commercial Acumen & Regulatory Compliance**: Solid understanding of commercial principles and practices, coupled with expertise in regulatory compliance to drive project success.

**Professional Experience**

**US Pet Nutrition/Thai Union North America, i-Tail Corporation PCL,** San Diego, California

**Director of Project Management** May 2015 to Present

* Manage and lead all operational aspects of complex projects, including production capacity planning, resource allocation, and scheduling, ensuring on-time delivery of production inputs such as ingredients and packaging.
* Act as a key client partner, collaborating closely to develop procurement strategies and innovative approaches, ensuring successful project planning and execution from inception to completion.
* Support domestic and global Strategic Business Units in driving strategic planning of sourcing and operations manufacturing practices, aligning with organizational objectives and best practices.
* Lead weekly cross-functional team meetings with domestic and global Strategic Business Units in the US and Thailand, addressing potential risks and ensuring alignment with project timelines.
* Deliver weekly program status updates and key milestones to customers, maintaining transparency and accountability throughout project lifecycles.
* Attend the company's monthly financial reviews, proposing cost reduction initiatives and analyzing potential customers and financial implications to optimize project outcomes.
* Make critical decisions and foster team motivation across domestic and international projects to achieve goals, quality requirements, and target dates.
* Achieved a 20% annual increase in revenue by identifying high-performing clients and offering tailored services, while also increasing project billing by an average of 20% per month through proactive customer engagement and quality maintenance.
* Ensured 100% compliance with deadlines and project goals by regularly monitoring and updating project milestones and timelines, mitigating potential negative cost variances through risk analysis during project initiation phases.
* Work directly with internal process owners to review current processes, drive continuous improvement, streamline operations, and enhance efficiency.
* Report project status to Executive Management, facilitating decision-making, alignment, and providing solutions to mitigate project delays and risks.
* Successfully secured contracts exceeding 5 million dollars from widely recognized major retailers, demonstrating strong negotiation skills and commercial acumen.
* Lead supply chain program execution, including resource planning, material cost management, forecasting, and global sourcing, ensuring competitive costs and high-quality standards.
* Collaborate with supply chain functions to identify and resolve risks, ensuring cohesive operations and goal achievement.
* Partner with Thai Union ‘s Product Design, Product Development, Regulatory, and Quality teams to ensure product specifications meet customer, quality, and regulatory requirements.
* Participate in customer quality audits at manufacturing plants in Thailand and vendor quality audits, ensuring compliance and quality standards.

**US Pet Nutrition/Thai Union North America, i-Tail Corporation PCL,** San Diego, California

**Forecasting / Planning and Procurement Manager** December 2013 to May 2015

* Managed, led, planned, prioritized, expedited, and coordinated with Thai Union’s Thailand Production, Logistics, Marketing, R&D, Regulatory, and Compliance teams to ensure on time delivery to the United States and international customers.
* Executed advanced statistical modeling to generate high-accuracy financial forecasts; planned and released purchase orders based on estimates.
* Coordinated supply chain functions, including ground, sea, and air logistics, to facilitate distribution schedules.
* Proactively resolved potential manufacturing and distribution conflicts to ensure smooth and consistent deliveries. Generated and presented biweekly sales reports to the Vice President of Sales.
* Devised and implemented policy improvements that allowed delivery of purchase orders for overseas distributors at 99% delivery accuracy with less than 5% on short shipments of products valued at over $2.5M.

**Aero-Tech Engineering,** San Diego, California

**Project Manager and Scheduler,** January 2007 to November 2013

* Managed projects related to procurement of equipment and services for aerospace corporations such as Northrop Grumman, Boeing, and different branches of the military such as the United States Airforce and Navy. Achieving 95% of on-time project completion.
* Ensured that the project planning contained engineering, planning, production, and delivery requirements of multiple contracts.
* Managed and resolved setbacks to ensure projects met deadlines without compromising product integrity, quality, and safety.
* Collaborated on budget development, executed funding, and directed audit controls to ensure accurate reporting and accountability.
* Worked closely with the regulatory department to identify and mitigate possible regulatory delays and to ensure that adherence to applicable Federal Regulations such as DFARS, FARS, and FAA maintained.
* Managed projects efficiently by maintaining assertive communication with suppliers and customers, and reaching amicable and effective resolutions to gridlocks, as well as coordinating and expediting orders as needed.
* Contributed to the quality system by collaborating with multiple departments to ensure that the requirements of AS9100/AS9120 were met and that continual improvement was driven.
* Negotiated bulk purchase contracts to minimize logistics management time and achieve budget targets resulting in reduced freight costs by 30 percent.

**Education**

**Master of Engineering Management in Project Management**

National University, San Diego, California

**Bachelor of Science in Water Resource Engineering**

Kasetsart University, Bangkok, Thailand