

Yathida Tithana (234754)

Personal Information

■Name	Yathida Tithana
■Birthday	1991/08/02
■Age	34
■Gender	Female
■Nationality	Thai
■Living Location	Lam Luk Ka
■Preferred Work Area	MRT Line, BTS (Sukhumvit Line), BTS (Silom Line)
■Employment Status	Employed
■Religion	
■Driving License	Own a car, Car driver's license
■Working Schedule	Monday to Friday only
■Availability	Within a month



Skills and Strengths

■Points	<ul style="list-style-type: none"> - Senior Sales Engineer with 10+ years of professional experiences in presale engineering consulting in telecommunication industries, as well as product engineer management and project engineering that increase customer satisfaction with products and services. - Experience in Genetec, Honeywell - Specializing in lead account management, customer contact creation, and sales opportunity growth, as well as monitoring sales contribution profits, customer interest, and product efficacy. - Possess an impeccable record of accomplishment in leading and implementing large projects with overall value of a million baht. - Emotional intelligence, solutions orientation, and adaptability, with strong data analytical, presentation, negotiations, communication, and interpersonal skills. - Desire to develop customer accounts in order to accomplish the organization's sales goals. <p>Core Expertise:</p> <ul style="list-style-type: none"> - IoT & AI - Climate Tech - Technical Research & Analysis - Market Insights & Strategy - End-to-End Project Management - Client Engagement - Business Development <p>Special Interest:</p> <ul style="list-style-type: none"> - AI & IoT Technology - Smart City - Data Management - Connectivity (5G)
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	<ul style="list-style-type: none"> - Satellite (Starlink & Oneweb) - Marine & Satellite communication - Connectivity Solution - Digital twin - Drone Solutions - Millimeter wave <p>Personal Attributes:</p> <ul style="list-style-type: none"> - Proactive & Results-Oriented - Collaborative & Adaptive - Strong Communication - Interpersonal Skills - Analytical & Detail-Oriented
■Language Skills	<p>■English Level 3 - Business Level</p> <p>Definition of English level Level 1 -Able to use English as well as native speakers</p> <p> Level 2 -Able to complete hard negotiation by English</p> <p> Level 3 -Able to use English for daily work, no problem to work with oversea</p> <p> Level 4 -Able to communicate with basic words and short sentence (Not for business use)</p> <p> Level 5 -Able to handle routine email and answer by words (No sentence)</p> <p> Level 6 -No English skill</p> <p>■Japanese None</p> <p>■Other Language None</p> <p>■Memo</p>
■Computer Skills	<p>Proficient in using: Microsoft Word, Excel, PowerPoint, Email, and Internet</p> <ul style="list-style-type: none"> - CANVA - AutoCAD

Salary	
■Current Salary	<p>Total Package: 78,000 THB</p> <p>Basic Salary: 73,000 THB</p> <p>Car Allowance: 5,000 THB</p> <p>Fuel Allowance: Paid as actual-ed</p> <p>Phone Allowance: Paid as actual-ed</p> <p>Social Security, OPD, IPD, Bonus</p>
■Expected Salary	Basic Salary: 95,000 - 100,000 THB (Negotiable)

Educational Background and Training	
■Education	<p>2011 – 2014 : Bachelor of Engineering</p> <p>Major : Telecommunication Engineering</p> <p>King Monkut's Institute of Technology Ladkrabang (KMITL)</p>
■Training	
■Certification	- Associate Electrical Engineer License (Telecommunication/ Electronic)

Work Experience

Period: Mar 2024 – Present
Company: Greenopia Co., Ltd.
Business: ICT & IoT /Telco /Sustainability
Position: Business Development Manager

- Responsibilities :
- Strategic Market Exploration: Conducted in-depth analysis to identify new business and revenue opportunities within the ICT Solution, Telecom, Sustainability and Clean Energy sectors.
 - Technical Consultation: Provided of IoT solutions, Smart City, Smart Facilities, AI & Data Platform, ICT & Telecom 5G Solution
 - Cross-Functional Project Coordination: Collaborated with cross functional teams and external partners on-budget project delivery and innovation.
 - Insightful Communication & Development: Created and presented clear proposals and presentations on solutions.
 - Market & Regulatory Monitoring: Tracked trends, laws, and regulations to maintain strategic alignment and provide insights
 - Sale Market: Focusing on B2G and B2B customer, Compliance ToR & RFQ and proofs of concept

Reason of leaving: Direction of work is unclear.

Period: Jan 2023 – Jan 2024
Company: G-able Co., Ltd.
Business: ICT &Telco Solution
Position: Solution Consult & Business development

- Responsibilities :
- End-to-End Project Management: Managed sustainability projects, overseeing development to successful completion.
 - Collaborative Solution Development & Innovation: Collaborated with technical teams and partners to develop innovative technology solutions and sustainability platforms.
 - IoT Tech Solutions: Liaised cross-functionally to deliver Climate Tech Solutions, Industry 4.0 & AIoT, Automation, and Energy efficiency.
 - Strategic Sustainability Integration: Integrated sustainability strategies into business operations through internal collaboration.
 - Proposal & Presentation Development: Supported Sales Managers in preparing proposals and presentations for business development.
 - Business Performance Analysis & Client Engagement: Analyzed costs/sales performance, prepared reports, and conducted client visits for negotiation and contract finalization.

Reason of leaving: She is seeking a job in challenges business.

Period: Aug 2017 – Jan 2023
Company: Samart Comtech Co., Ltd.
Business: All Telecommunications Operation
Position: Senior Engineer (Solution Business Consultant)

- Responsibilities :
- Product: Genetec, Honeywell
 - Client Engagement & Technical Solution Design: Initiated contact, gathered user requirements, and translated business needs into viable technical solutions to generate sales leads.
 - Stakeholder Management & Solution Optimization: Analyzed stakeholder interactions, ensuring balance between solution usability and technical feasibility.
 - Diverse Technology Solutions: Provided expert technical counsel and design for projects including Broadband & Broadcast, Telecom 5G networks, AI, IoT, Telecom for Oil & Gas.

- Market Analysis & Opportunity Identification: Assessed customer strategies, identified market pain points, and proactively sought opportunities for business growth.
- Business Development & Integration: Expanded customer transactions by integrating new products and services across B2G, B2B, and Government sectors.
- Comprehensive Proposal Development: Led bid efforts and prepared essential project documentation, including proposals, technical diagrams, presentations, TOR, RFP, RFQ, and proofs of concept, demonstrating strong technical writing skills.
- Project & Compliance Support: Supported project, compliance, and technical units to achieve marketing targets and business goals.

Reason of leaving: Career path in advance

Period : Mar 2016 – May 2017

Company : True Visions Group Co., Ltd.

Business : Cable and Satellite Television Operator

Position : Product Management Engineer

Responsibilities :

- Product Specification Management: Managed, designed, and verified functional specifications for product development.
- Technical Support & Client Relations: Provided technical support and guidance to maintain positive customer cooperation.
- Collaborative Product Development: Collaborated with product teams to gather consumer needs and suggest future enhancements.
- Technical Documentation Oversight: Oversaw standardization and deployment of technical documentation for all products.
- Proposal Negotiation: Negotiated proposals in collaboration with specialists and management.
- Product Solution Delivery: Collaborated with Operations to deliver and maintain product solutions.

Reason of leaving: Company was relocated

Period: Jan 2013 – Jan 2016

Company: SP Telecom Cable Co., Ltd.

Business: CCTV Cameras Design and Installation

Position: Project Engineer

Responsibilities :

- Project Execution & Oversight: Directed and oversaw the technical survey and installation phases of projects, specifically for CCTV and optical fiber routing.
- Strategic Project Supervision: Supervised project teams, fostering strategic thinking for proactive planning and decision-making to ensure project success.
- Project Planning & Control: Developed and managed project plans, controlling team activities to ensure successful completion and adherence to quality standards.
- Costing & Resource Management: Prepared Bills of Quantity (BOQ) and cost estimations, contributing to efficient resource allocation.

Reason of leaving: Company provided only Social Security as a benefit

Key Project Achievements

- Successfully managed and contributed to key projects with a total worth exceeding 180 Million THB, demonstrating expertise in clean energy, sustainability, and technical solution delivery.

Carbon Footprint for Organization & Energy Management

Project Value: 450,000 THB

Contribution: Directed Sale Proposal, Consult & Calculation, Project Management, and CFO Assessment for organizational carbon footprint and energy management initiatives.

IT Infrastructures and Digital IoT Special Project

Project Value: 40,000,000 THB

Contribution: Car Renovate, VHF Radio for Vehicle Wi-Fi Access Point, Video Conference, Ethernet switch, HP Product
Facilitated the project leader in establishing the project, developing a solution with a vendor and a partner, evaluating products, selecting the best option for the customer, and producing a proof of concept (POC), TOR, and proposal.

Air Quality Systems in 2021

Project Value: 17,500,000 THB

Contribution: Airport Air Quality Monitoring Technology and Integration Network Products Developed the approach to project scope, schedule, budget, and resource planning.
