





Witchaya Maniwan (Ploy)

CONTACT ME

 Centro Pahol-Vipavadi2,
Klongnueng, Klong luang,
Pathumthani , 12120

 Ploywitchcha@gmail.com

 065-9469366

 www.linkedin.com/in/witchaya-maniwan-1ab974175

EDUCATION


M.SC. | 2013 - 2015

 **Chulalongkorn University**

Department of Chemical Technology, Field
of study Fuel & Technology, Faculty of
Science.

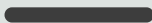
GPA: 3.33

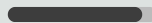
B.SC | 2009 - 2012

 **Thammasat University**


Department of Physics, Field of Physics,
Faculty of Science and Technology,
GPA: 2.81


SKILLS

Negotiation 

Solving problem and analysis 

Programing (MS, SAP, Etc.) 

Teamwork 

English Skill 

WORK EXPERIENCE

CYBER ELITE CO., LTD

April 2023 - Present

Account Manager (Sales)

Cyber Security Product

- Establishing new customer and maintain existing customer by cold call and visiting
- Analyze and suggest Cyber Security product or IT solutions with team to meet customer requirements
- Work with internal team to ensure successful delivery of solutions to customer.
- Coordinate with another departments and do quotation including.
- Develop effective sales plans and follow a behavior based sales plan.
- Taking care customer base on after sales service.
- Work with Technical team for POC and report for customer.
- Managing forecast accuracy on monthly to achieve sales target.
- Managing the entire sales process, contracting process, and legal implications of the deal.
- Weekly review and update pipeline on CRM.
- Perform other duties as assigned by Head Sales Manager.

Henko Technologies(Thailand)Co.,Ltd

Senior Sales Engineer (Metrology Products)

Oct 2020 - Mar 2023 (2Y 5M)

- Establishing new customer and maintain existing customer by cold call and visiting
- Present company products and do quotation including collaborated with service team.
- Taking care customer base on after sales service.
- Work with Technician team for make a demo and report for customer.
- Sales report and presentation .
- Perform other duties as assigned by Manager

WORK EXPERIENCE



KCE Electronic Public Company Limited

Senior Customer Quality Engineer

May 2020 - Oct 2020 (6M)

- Responsible for customer quality complaint (CCAR), customer interfacing, product failure analysis, coordinate with cross function team to define root cause, corrective action, preventive action and 8D report, Responsible for customer requirements
- Take care of the quality of products in accordance with the needs of customers and customer complaint and conduct quality engineer in team to achieve quality target
- Analyze problem with technician team, Work with production for control quality.
- Responsibility on customer audit.
- Perform other duties as assigned by Manager



Toshiba Consumer Product Thailand

Consumer Quality Engineer

Nov 2019 - Apr 2020 (6M)

- Base customer complaints, meeting with concerned person for drive corrective actions. Monitoring and analyzing quality performance.
- Developing and implementing quality standards.
- Developing and implementing quality control systems including plan.
- Do weekly quality presentation and meeting with management team.
- Collect data from another country and summary the problem.



SVI Public Company Limited

Customer Quality Engineer

Sep 2016 - Oct 2019 (3Y)

- Responsible for customer quality complaint (CCAR), customer interfacing, product failure analysis, coordinate with cross function team to define root cause, corrective action, preventive action and 8D report.
- Collaborated with other departments for achieve customer's quality product target
- Initiative and validate the effectiveness of corrective and preventive action
- Ensuring that workflows, processes, and products comply with safety regulations.
- Apply relevant tools to assure product quality
- Perform on duties job of ATEX authorized person and Responsibility on customer audit (ATEX)
- Perform other duties as assigned by Manager



Chulalongkorn University

Chemical Technology Department

Research Assistance

April 2016 - Sep 2016 (6M)

- To do experiment and analyze result from experiment. Controlplan and summary result.

PUBLICATIONS

Publication: Witchaya M., Mali H.

- Activity and stability of Pt/Cr/C catalyst for oxygen reduction: Effect of the Pt: Cr ratio and heat treatment · atmosphere. International Journal of Hydrogen Energy. (2016)