




# WUTCHARIN THATAN

Executive Leader | AI,  
Automation & Analytics

## CONTACT

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## CORE COMPETENCIES

- Strategic Leadership & Vision**  
Corporate data strategy, AI roadmaps & vision, and C-suite advisory on AI integration.
- Team Leadership & Growth**  
Building, mentoring, and scaling high-performing teams of data and AI specialists.
- Business Acumen & Impact**  
Go-to-market strategy, venture capital acquisition, and complex corporate turnarounds.
- Vendor & Partner Management**  
Tech vendor negotiation and strategic partner management in aviation and tech industries.

## TECHNICAL SKILLS & TOOLS

- Analytics & Machine Learning**  
SQL, Python (Pandas, Scikit-learn) for predictive modeling (ROI, churn, LTV) & forecasting.
- AI & Development Tools**  
Cursor, Claude Code, Antigravity, VS Code, n8n, Power Automate, GenAI Integration.
- Visualization & Communication**  
BI Platforms (Tableau, Metabase, SuperSet) for data storytelling & compelling visualization.

## EDUCATION

- Master of Business Administration**  
Stamford International University
- Bachelor of Engineering**  
Chulalongkorn University

## Executive Profile

An executive leader with nearly 20 years of experience, including a decade in people management, who builds and scales high-performing AI, Automation, and Analytics functions to operate as revenue-generating engines. With a career spanning corporate turnarounds and hyper-growth tech, I specialize in translating complex data into decisive C-suite strategies, securing capital, and embedding a data-first culture to drive measurable business outcomes.

## Career Highlights

-  **Saved 12,000+ hours annually** via targeted AI & automation initiatives in FinTech.
-  **Secured 200M THB** in seed funding by developing the business plan and investor pitch.
-  **Led AI Strategy & Agent Development:** Built RAG/Text-to-SQL agents & led workshops to boost productivity.
-  **Empowered 600+ Users** by deploying over 100 Tableau dashboards.

## Professional Experience

Details reflect last 10 years

### Associate Director - FinTech Data and Automation

Agoda | *Global Travel Tech* | Apr 2024 - Present

- Direct a cross-functional division of 10, encompassing Finance Analytics and RPA/AI teams, to identify and execute on high-impact process automation opportunities.
- Crafting the departmental AI vision and roadmap; led workshops and built AI Agents (RAG, Auto-SQL) to automate workflows.
- Achieved over 12,000 hours in annualized time savings by deploying targeted automation solutions and machine learning models for collection risk and cashback liability.
- Orchestrated deep-dive variance analysis between financial statements and operational data, providing critical insights to leadership on revenue and cost drivers.

### Head of Commercial

Really Cool Airlines | *Airline Startup* | Apr 2023 - Feb 2024

- Architected and scaled the airline's entire commercial division from inception, building and mentoring a team of 11 across 6 functions including Network Planning and Revenue Management.
- Developed the definitive business plan and investor pitch, leveraging data-driven market analysis to craft a compelling go-to-market strategy that successfully secured 200M THB in seed funding.

### Head of Strategic Foresight & Planning

Thairath Group | *Thai Media Conglomerate* | Apr 2022 - Mar 2023

- Led a group-wide data transformation, establishing standardized KPI frameworks and deploying analytics systems to create a unified view of performance across business units.
- Launched a new media business unit by developing the complete business plan to mitigate content rights risks and capture new international revenue streams.
- Functioned as a key strategic advisor to senior leadership, providing data-driven recommendations on resource allocation, operational workflows, and technology investments.

### Associate Director - Supply Analytics

Agoda | *Global Travel Tech* | Nov 2017 - Apr 2022

- Directed analytics for the Partner Programs division, transforming raw data into actionable insights and strategic recommendations presented directly to C-level leadership.
- Oversaw credit risk management and analytics for the Partner Prepaid Programs, mitigating financial exposure and optimizing partner payment solutions.
- Developed and deployed multiple high-impact machine learning models, including partner ROI/churn prediction and a proprietary Supply Health Score.
- Established comprehensive analytics frameworks for partner segmentation and evaluation, enabling more targeted and effective partner engagement strategies.
- Designed and implemented a scalable, self-service BI ecosystem, launching over 100 Tableau dashboards that provided insights to more than 600 users.

### Planning Director

Nok Air | *Low-Cost Airline* | Oct 2016 - Nov 2017

- Played a pivotal role in a successful corporate turnaround by developing analytical models for network and fleet optimization, leading to a 15% increase in aircraft utilization.
- Conducted in-depth competitor analysis to identify market opportunities and inform strategic fleet and network decisions.
- Developed and presented the full turnaround strategy to the Board of Directors, creditors, and potential investors, resulting in the acquisition of crucial new capital.

### Corporate Strategy & Planning Manager

Thai Smile Airways | *Regional Airline* | Nov 2015 - Sep 2016

- Led data-driven network planning to analyze route profitability, directly contributing to increased market share.
- Managed negotiations with aviation authorities/airports to secure vital operating permits and slots.