Possawat **Chupanich**

E-mail: [possawat.chu@gmail.com](mailto:Possawat.Chupanich.Mba19@said.oxford.edu) Tel: +66 85 716 6692

**Education and Qualifications**

**2019-2020 University of Oxford** MBA

Saïd Business School, UK

**2011-2015 University of Washington** Bachelor of Art in Economics

Seattle, WA, USA 3.43 GPA, Dean’s lists, 2nd Class Honors

**Work Experience**

**Sep-20 – Oct-20 Jisc** *(UK digital services and solutions provider)*Bristol, UK

*MBA Intern, Finance Department*

* Developed a standard income and expenditure and capital/cash budget; recommended the staff costs and travel and subsistence costs should be cut by at least 15% to maintain positive cash for the next 3 years
* Led a project on building a financial model; the model helps Jisc’s executives develop and implement a strong financial strategy for the next 3 years
* Worked with the deputy chief financial officer to identify different scenarios which can impact Jisc’s financial stability; these scenarios help Jisc determine its financial goals and facilitate the decision making for Jisc’s executives

**Nov-15 – Jun-19 Bangkok Bank Public Company Limited** Bangkok, Thailand

*Analyst,* *International Banking Group, Economic Research Division*

* Led projects on developing economic forecasts model for Bangkok Bank; the model is used for annual planning and economic outlook presentation
* Piloted Bangkok Bank’s first economic report distributed to Bangkok Bank and Bualuang Securities customers, increasing customer base by almost 10,000
* Prepared speech for bank President in annual executives meeting; developed scripts/presentations for President in 5 different forums and events
* Re-classified Small-Medium-Enterprises; recommended SMEs should be classified using revenue or employment rather than fixed assets; new classification helps the government tailor the support program for SMEs
* Designed course contents for AEC Business Leader; helped 10 clients expanded businesses in Cambodia, Laos, and Myanmar
* Represented Bangkok Bank as the member of Economic Reform Committee; promoted Thailand as regional hub, particularly for Automotive and Electronics

**Jul-15 – Aug-19 Deleaf Thanaka** *(Health & Beauty company)*Bangkok, Thailand

*Business Development Assistant*

* Represented company at pop-up shops and expo; advertised products to new customers; helped revenue reach $2.5 million from $600,000
* Expanded distribution channels and created online marketing strategy; products now in over 8,000 stores nationwide
* Developed business cases and revenue models for product pricing; launched 3 products in Myanmar, which generates sales of $300,000 annually
* Negotiated with a distributor to launch 8 products in Cambodia; expect sales of $50,000 in 2021

**Additional Information**

Interests: Oxford Saïd Asset Management Masterclass – took part in a 8 week co-circular programme covering technical valuation and risk across multi-product investing

Teaching - taught English and Math to disadvantaged children grade 4 to 6 at House of Blessing, Bangkok helping to raise aspirations and academic attainment

Treasurer of Oxford Thai Society – manage cash flow and plan yearly budget

Football – played for St. Hugh’s College graduate students football team

Achievements: Golf - competed in and won several golf tournaments; taught meditation to other

players to improve putting

Languages: Thai (fluent), English