

RESUME



NAME: Mr. Thitipan Nantakarat

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TELEPHONE: Home 66 (0) 2674-1725 Mobile Phone 66 (0) 98-285-3958 **Preferred to work:** Bangkok

E-Mail: thitipan.nantakarat@gmail.com **AGE:** 47 **HEIGHTS:** 175 cm **WEIGHTS:** 65 kg

STATUS: MARRIED **CURRENT SALARY:** 55,000 **EXPECTED SALARY:** Negotiable

QUALIFICATIONS:

- Strong background encompassing *Selling, Marketing and Business Development* (both **Domestic** and **International**). **Foods & Beverage, Glassware and Construction Material products.**
- Strong background in *Export-Import, Supply Chain and Logistic, Operation, Finance & Budgeting and Business process improvement.*
- Inspirational Leadership. **Love to inspire others to pursue their potential personal growth**, Systematic thinking with **Strong service mind.**
- **International markets experiences** – Myanmar, Vietnam, Indonesia, Malaysia, Taiwan, Middle East, South Asia.

WORKING EXPERIENCE:



Teaching English as a Foreign Language (TEFL)

December 2016 to July 2023

Company: TYK Glass Co., Ltd.

Product: *Construction Glass*. **Position:** **Import & Export Manager** (Target 40 M / year)

Key Jobs:

- Supervise export process & Logistic: Production planning, Shipping documents, Freights (Sea, Air, Land), Logistic.
- ASEAN business development: Distributors and Business Strategy Development for ASEAN countries.
- Sales Team management: 2 subordinates.

November 2015 to October 2016

Company: One Stop Service Enterprise Co., Ltd., Bangkok, Thailand.

Product: *HR Outsourcing Service*. **Position:** **Marketing & Business Development Manager** (Target 400 M / year)

Key Jobs: HR Management.

Reason to resign: Would like to focus on my own strength that is Export-Import and Sales & Marketing jobs.

November 2014 to November 2015

Part-time Project consultant: Colman Research Group, Hong Kong

- **Business intelligence based on project basis:** Food and Beverage products, HORECA industry.

Part-time English Instructor: TOEIC, Basic Grammar, Business English

- **Institute:** ATDI (Achieve Training Development Institute), Metis Education Center
- **Aim to gather business information for opening own English Business School**

June 2013 to October 2014

Company: Yan Wal Yun Corporation Group Co. Ltd., Bangkok, Thailand.

Product: *Soya Sauce*. **Position:** **Export Operation Manager**(Department's Sales Target 400 MTHB per year)

Key Jobs:

- Supervise export process & Logistic: Production planning, Shipping documents, Freights (Sea, Air, Land), Logistic.
- Periodical Sales & Performance reports.
- NPD (New Product Development) process.
- POS (Point of Sales) material and Label managements.
- Staff management: 3subordinates (direct) + 12 subordinates (indirect).

HS Code & Tariff Jobs: Working with Importers and Shipping Companies to get the HS code which optimizes tariff rate. YWY has more than 200 products and 3,000 SKUs.

Reason to resign: To start own English Business School.

May 2012 to May 2013

Company: Ocean Glass PLC, Bangkok, Thailand.

Product: *Glassware*. **Position:** **B2B Section Manager (ASEAN)** (Sales Target 150 MTHB per year)

Key Jobs:

- a) ASEAN business development: Distributors and Business Strategy Development for ASEAN countries.
- b) Sales Team management: 3 subordinates.

HS Code & Tariff Jobs: Researching Thailand trade agreements to find the feasible destination countries & best tariff rate for exporting company products.

Reason to resign: To take more challenging job by joining Healthy Boy Soya Sauce, whose export business still small.

April 2008 to April 2012

Company: BoonRawd Trading International, Bangkok, Thailand.

Product: *Alcoholic Beverage*. **Position:** **Distribution Development Manager**. (Sales Target 100 MTHB per year)

Key Jobs:

- a) International business development: Distributors and Business Strategy Development in responsible countries.
- b) Export process & Logistic: Production planning, Shipping documents, Freight (Sea, Air, and Land), Logistic.

HS Code & Tariff Jobs: Studying and Finding Tariff rates for export Beer products to *Mongolia, India, Sri Lanka, Maldives, Tanzania and South Africa, Middle East*.

Reason to resign: Not suited for alcoholic business and already gained fair consumer product experience.

October 2006 to February 2008

Company: BARA, WINDSOR CO., LTD., Bangkok, Thailand.

Product: *Car Paint & Lacquer*. **Position:** **Operation Manager**. (Sales Target 50 MTHB per year)

Key Jobs:

- a) *Supervise supply chain of product from Germany and Philippines to Thailand.*
- b) *Identifying inefficiency and then improving working procedure and chain of supply.*
- c) *Reorganize team to fit with new supply chain strategy.*
- d) *Supervising 7-10 staffs.*

HS Code & Tariff Jobs: Working with Exporters and Shipping Companies to get the HS code which optimizes tariff rate.

Reason to resign: To gain experience in sales and marketing of FMCG product.

April 2003 to August 2006 – Join with Ex-Customer to do own private *Import* business (from Malaysia) and distributing products in Thailand.

Reason to resign: Did not want to get involve with the company's tax evasion policy.

May 1993 to March 2003 (Total 9 years) **Company:** The Siam Gypsum Industry Co., Ltd., Bangkok, Thailand, a joint venture between **Siam Cement Public Company Limited** and **Lafarge**.

Product: *Gypsum-Plaster Board and Accessories*.

Position: **Area Manager (Export)** (Taiwan, Vietnam, U.A.E., South Africa). (Sales Target 10 MTHB per year)

Key Jobs:

- a) *Foreign market development: Define Market Segmentation, Targeting, Brand positioning, Strategy development and Key Account Management.*
- b) *Marketing strategy development: Market Survey, Product & Package Design, Branding, Merchandising, Trade Exhibition and Sales Promotion.*
- c) *Supervise two Sales Representatives (Vietnam & U.A.E.) and two Sales Coordinators.*
- d) *Coordinate with logistic and production departments to ensure a smooth flow of supply chain.*

HS Code & Tariff Jobs: Studying and Finding Tariff rates for export Plaster Board to *Taiwan, Vietnam and Middle East*.

Reason to resign: Wish to experience developing new company and business.

EDUCATION:

January 2001 to April 2004 Assumption University, Bangkok, Thailand, MBA (English Program), GPA 3.77

May 1989 to March 1993 Assumption University, Bangkok, Thailand, Bachelor's degree in Business Administration (English Program), Major Marketing, GPA 3.09

Skills



- TOEIC: Listening 450, Reading 435 Total score = 885
- Microsoft office: (Word, Excel, Power Point)

THITIPAN Milestone

Period

Events

May 1988	Elected – Vice President of Financial Affairs, Student Council, Assumption University	
May 1989	Graduated Assumption University, Bachelor's degree in Business Administration (English Program), Major Marketing	
1997-2000	Export Sales Executive – The Siam Gypsum Industry (A subsidiary of Siam Cement Group). Developed Taiwanese market from 10 containers / month to 60 containers / month.	 
April 2004	Graduated Assumption University, Master Degree, MBA (English Program).	
2006-2008	Operation Manger – Bara Winsor. Improved inventory management by reduced inventory turnover from 6 months to 2.5 months and better on-time delivery for Replacement market and Manufacturers; Volvo, BMW, Mercedes Benz.	    
2008-2012	Distribution Development Manager, BOONRAWD Brewery. Increased SINGHA sales in UAE & Israel by 30% and opened India & Nepal markets for SINGHA.	 
2009-2010	Participating “ People Management by Personality Theory ” online training program by SYNERGY LEADER (USA) . The program is excellent for human management & development.	
2012-2013	ASEAN B2B Section Manager, Ocean Glass PLC. Key members of team to do Myanmar Drinking Glass Route to Market Survey (3 weeks)	
2013-2014	Export Operation Manager, Yan Wal Yun. Re-organized ordering and production planning processes. SAP implementation coordinator.	
Oct 2014	TOEIC: Listen 450 + Reading 435 = 885	
2015-Present (2015 - 2016)	Part-time English Instructor; TOEIC, Basic Grammar, Business English ATDI (Achieve Training Development Institute) Metis Education Center	 

<p>August 2015</p>	<p>Being certified as TEFL Teacher (Teaching English as Foreign Language) accredited by ODL QC from England.</p>	 <p>The certificate is from LoveTEFL, titled 'Certificate Teaching English as a Foreign Language (TEFL)'. It certifies Thitipan Nantakarat for having successfully completed a 120-hour TEFL training course at the 'PASS' level. The date is 17th August 2015, and the certificate number is 2016872. It is signed by Tracy Robinson, Director of Studies, and Gordon Mathie, Director.</p>
<p>Nov 2015-Present (Nov 2015 - Oct 2016)</p>	<p>Marketing & Business Development Manager, One Stop Service Enterprise. Leading HR Out-sourcing Service Provider in Thailand. Providing out-sourcing staffs to renowned organizations; Banks: SCB, TMB, UOB, CIMB & Corporations in SET.</p>	 <p>The logo for ONE STOP SERVICE, featuring the words 'ONE', 'STOP', and 'SERVICE' stacked vertically in white capital letters on a red square background.</p>