



Miss Prapasri Romphan (Pla)

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Expected Salaries: Negotiable
PERSONAL BACKGROUND

Date of Birth : December 17, 1981
Gender : Female
Age : 39 Years
Marital Status : Single
Religion : Buddhism
Nationality : Thai
Height : 157 cm
Weight : 51 kg

WORKING EXPERIENCES

January 2020 – Present Senior Sales Manager (Travel Trade, Wholesale and Airline).
Eastin Thana City Golf Resort Bangkok

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with Real Estate for long Stay.
- Develop relationships and follow up future business with travel agent.
- Develop relationships, work for RFP program, and follow up future business with Airline.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

June 19 – January 2020 Senior Sales Manager (Travel Trade, Wholesale).
Phachara Suite Bangkok

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with Real Estate for long Stay.
- Develop relationships and follow up future business with travel agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

February 19 – May 19 Cluster Sales - Senior Sales Manager (Domestic Agent and Corporate).
Akaryn Hotel Group. (Aleenta – Phuket Resort and Akyra Bangkok Soi Sukhumvit 20).

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with corporate market and Real Estate.
- Develop relationships and follow up future business with domestic agent for all resort.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential Corporate for new business to gain more revenue to hotel.

December 15 – January 19 Cluster Sales - Senior Sales Manager (Travel Trade, Wholesale, Domestic Agent and Corporate).
Bespoke Hospitality Management Asia Co., Ltd. (X2, X2 Vibe and Away Resort).

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with corporate market as Industrial (Amata Nakorn) and Real Estate.
- Develop relationships and follow up future business with travel agent and domestic agent for all resort.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel

June 15 – November 15 Senior Sales Manager (Travel Trade, Wholesale and Domestic Agent).
Romantic Resort and Spa Khao Yai.

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with travel agent and domestic agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

August 13 – May 2015 Sales Manager (Travel Trade, Wholesale)
Golden Tulip Mandison - Suites

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with travel agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

January 13 – August 13 Sales Manager (Travel Trade, Wholesale and Dot Com)
At Mind Executive Suites – Sukhumvit 85.

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with travel agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

June 2012 – December 2012 Sales Manager (Travel Trade, Wholesale and Dot Com)
Best Western Premier Sukhumvit and Best Western Sukhumvit Soi 20.

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with travel agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To taking care MICE business and do RFP for MICE section.
- To find out new potential travel agent for new market to gain more revenue to hotel.

March 2011 – June 2012 Sales Manager (Travel Trade, Wholesale and Dot Com)
Tim boutique Hotel Pattaya.

- Research potential customers and sales leads to grow business.
- Develop relationships and follow up future business with travel agent.
- To create special promotion with potential travel agent for gain more revenue to as well as to meet with hotel target.
- To find out new potential travel agent for new market to gain more revenue to hotel.

June 2009 - March 2011 Sales Manager (Travel Trade, Wholesale and Dot Com)
Astera Sathorn Bangkok Hotel

- Develop relationships and follow up future business with travel agent.
- To create special promotion. Assist travel agent clients with hotel bookings and special requests, meet in-person with hotel guest discuss about hotel services and get feedback or comments from guest to improve.
- Communicate with customers on daily basis to ensure needs are met.
- To find out new potential travel agent for new market to gain more revenue to hotel-as well as to meet with hotel target.

March 2009 – May 2009 Assistant Sale Manager (Travel Trade, Wholesale/ Dot Com and Corporate)
The Jazz Hotel Bangkok.

- Develop relationships and follow up future business with corporate and Travel Agent.
- To create special promotion.
- Assist corporate and travel agent clients with hotel bookings and special requests, meet in person with hotel guest to discuss about hotel services and get feedback or comments from guest to-improve.
- Communicate with customers on daily basis to ensure needs are met.
- To find out new potential corporate company and Travel Agent for new market to gain more revenue to hotel as well as to meet with Hotel target.

August 2007 - March 2009 Assistant Sale Manager (Travel Trade,Wholesale and Dot Com)
Astera Sathorn Bangkok Hotel

- Research potential customers and sales leads to grow Business.
- Develop relationships and follow up future business with corporate clients to generate more revenue, assist corporate clients with hotel bookings and special requests, meet in-person with hotel guest to discuss about hotel services and get feedback or comments from guest to improve. - Communicate with customers on daily basis to ensure needs are met.

May 2007 – July 2007 Sales Executive
California Wow Experience

- Research potential customers and sales lead to grow Business.
- Develop relationships and follow up future business with corporate clients to generate more revenue

March 2003 - June 2006 Temporary Meeting & Events
Century Park Hotel

EDUCATION

Ramkhumhang University
Bachelor's degree (Major Hotel Management)
Accumulative GPA 2.25

SPECIAL SKILL

Fair English language
Computer Microsoft Word, Excel, Power Point, and Internet

TRAVEL TRADE SHOW

June 2012 - TTM+ Bangkok, Thailand
June 2013 - TTM+ Bangkok, Thailand
June 2016 - TTM+ Chiang Mai, Thailand
March 2016 - Sales call in Hong Kong
March 2017 - Road Show with TAT at Taiwan and Hong Kong
April 2017 - Sales call in Hong Kong
June 2017 - TTM+ Chiang Mai, Thailand
October 2017 - ITB Asia and Sales call in Singapore
June 2018 - TTM+ Pattaya, Thailand

REFERENCE

- 1) Mr.Thanawat Julasuk
Area Director of Sales – Southern of X2, X2 Vibe and Away Resort.
Mobile : 086 544 2825
- 2) Mr.Surapan Somthai
Executive General Manager
Mobile : 089 – 678-4489
- 3) Ms.Luckrada Lucksanawimol
Regional Director of Sales of Best Western
Mobile : 091 415 6442
- 4) Ms.Porntip Romphan
Accounting Manager at Centralpattana
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- 5) Ms.Pritsriya Porntraisak
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