



THATPHICHA MONGKOLSABCHAI

PERSONAL DATA

Date of Birth: 20th August 1989

Nationality: Thai

Marital status: Single

SKILLS

- Motivated
- Fast learner
- Team player
- Creative spirit
- Communication skills
- Time management and organized
- Working under pressure
- Excellent Computer skill in Microsoft, Google Word and Excel, Photoshop, Internet and Basic Programs.
- Coordinate the annual major campaign to achieve the company's goals.

INTERESTS

- Technology and growth
- Business
- Reading
- Foreign languages
- Community involvement
- Sports
- Global and domestic news
- Travelling

CONTACT INFORMATION

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Samutprakarn 10270

EDUCATION

Assumption University (ABAC) Bachelor Degree (2009 - 2012)

Business English, Faculty of Arts

Minor Tourism Management

PROFESSIONAL EXPERIENCES

Costing and Contracting Manager Smiling Albino | 2019 - Present

- Managing team to deal and negotiate with hotels and suppliers (inbound and outbound) for the best deal.
- Working with CEO and head of each departments for business development planning and creating the best work flow for efficiency processes.
- Quoting the existing and new packages for more complex products and distribution strategy for the region.
- Producing accurately itineraries or products for sales, operation and marketing departments according to agent's agreements.
- Cooperating with the quality assurance pillars to problems of inefficiencies in the workflow or system to ensure that all the details in the contract are adhered to.
- To issue the tariff and contract to oversea-agencies (B2B) and local partners (B2B and B2C).

Senior Product Distribution Analyst Buffalo Tour Thailand (Headquarter) | 2018 - 2019

- High level analytical skills to develop workable solutions to resolve complex problems.
- Cooperating with Director of Sales (APAC) and product teams in 11 countries when requested.
- Act as a liaison between internal system development (BRS) and external system (OTAs system - APIs Connection).
- Configures system settings and options; plans and executes unit, integration and acceptance testing to meet business requirements.
- Managing business requirements into assignments and tasks. Develop a project plan with tasks, resource requirements, timelines, dependencies, uploading products into OTAs system and budget, as necessary depending on strategy.
- Designs details, consultation with IT and possibly training to users.
- OTAs Business Analyst has overall responsibility for business continuity including break/fix.

Product Development and Costing & Contracting JTB (Thailand) Limited, Global Inbound | 2015 - 2018

- Managing workflow for product team (Data System-Internal & External, Tourplan System).
- Planning online marketing with the sales and reservation team
- Negotiating to get the best rate of products (hotels and suppliers in Thailand) for B2B online and offline.
- Cooperating with management team for the target and result Supporting sales team in oversea, reservation and operation teams in Thailand for updating market trends, customer needs and all requirements.
- Creating packages, brochures, hotel flyers for trade shows and sales calls Creating airport signage and welcome banners for leisure & MICE groups.
- Taking care of leisure groups and meeting with the agencies Inspecting hotels and sightseeing tours.

PROFESSIONAL EXPERIENCES

Sales and Contracting Coordinator

Meeting Point Asia | 2013 - 2015

- Assisting Key Account Managers in negotiating the rate, allotment and release date with hotels.
- Updating the contracts into system and tariff daily, GoWellGo system.
- Assisting, MICE Manager in working onsite for some events.
- Assisting Sales Manager for weekly promotion updating and finding new products.
- Preparing brochure, vinyl, and decoration for tradeshow.
- Updating contract data for travel agents, suppliers and hotels from tradeshow.
- Updating newsletters, newsflash and sales promotions to overseas and internal.

Sales Coordinator - Worldwide

Asia World Enterprise | April 2013 - November 2013

- Assisting Sales Manager and team for preparation and follow up to agents after travel trade shows or sales calls.
- Arranging hotel inspections, sales material, presentation and visits of agents.
- Contacting hotels and suppliers for contracts, information and special promotions.
- Responding to the request from an overseas agent.
- Preparing news content for newsletter, newsflash and other sale promotions.

HIGHLIGHT EXPERIENCES

- 2019**
 - Training Camp, Ctrip Hotel University Workshop 2019 at floor, Lancaster Hotel Bangkok
 - Events, SIAM HOP by Expedia, Bangkok
 - Events, ARRIVAL BANGKOK 2019 and TripAdvisor Experiences APAC Summit at Avani+ Riverside Bangkok Hotel
- 2018**
 - APAC Online Travel Agent Leader Meeting 2018
 - Advisory and Business Development for Special Projects at Favstay Limited (Villas, Hotels and Real Estate in Thailand)
 - Tuk-Tuk Challenge Event 2018 by Buffalo Tours Thailand
- 2017**
 - Events, THAI INTERNATIONAL TRAVEL FAIR 2017 (TITF #20) at Queen Sirikit National Convention Center, Bangkok
 - APAC Online Travel Agent Leader Meeting 2017
- 2014**
 - Events, Asia PKI Consortium & Symposium
 - Big Mountain Music Festival 6 in Khaoyai with Garay - GMM Grammy Public Co. Ltd., Artist Relation position
 - Events, Asian Tiger Mobility, Home Connect Thailand - Transpo Group, Bangkok
 - Events, 14th RAISE Forum, Rama 9
- 2012**
 - Training, Southeast Asian Fisheries Development Centre (SEFDEC Training Department) at Kasetsart University, Administration position
- 2008**
 - Training, ALPHA. Co. Ltd. at Samutprakarn, Assistant to Accountant Team and International Marketing

AVAILABLE TO START A JOB: IMMEDIATELY

REFERENCES CAN BE PROVIDED UPON THE REQUESTED