



# Jirapa Permpinthong

## Career Objective:

Seeking a Sales position, which I will benefit from my sales and marketing experience positive interaction skills and experience to seek for a challenging position to develop to be professional and achieve the goal on the field.

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## Mobile:

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## Address:

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Nong Khaem,

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## Skills:

### Language skills

Native in Thai Language, Fair command in English Language

### Computer skills

Excellent in Microsoft Office (Word, Excel and PowerPoint), Photoshop, Basic illustrator, Basic Infographic, Email, and Internet etc.

### Typing speed

About 400 Thai words/minute, about 200 English words/minute insurance license

### Licenses

Insurance License

Driving License and own car

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## Work Experience:

### Le d' tel Bangkok | Jan 2019 – Present

*Sales Manager (Corporate, Government, and NGO both accommodation and function)*

- Take budget 2 hotels both Le d' tel Bangkok and I Residence Hotel Sathorn.
- Establish new business especially groups of Corporate Firm, Government and NGO.
- Making marketing plans and sales budget with Asst. Director of Sales to sales teams
- Making plans to penetrate corporate market segments systematically to get the product known.
- Take care 2 official hotel Facebook Fan pages and design marketing materials of hotels.
- Making a monthly sales report to the Managing Director.

### Felix River Kwai Resort, Kanchanaburi | May 2017 – November 2018

*Sales Manager at Bangkok (Government, Non-Government and Corporate)*

- Establish new business especially groups of University, Hospital, Ministry and Corporate Firm.
- Work with a team to do an action plan and sales budget.
- Design and making festive packages of hotel
- Create and prepare proposals for potential customers, ensuring that all likely additional costs relating to the event have been assessed and accurately communicated.
- Making banquet event orders and taking care of customers onsite.

### Adelphi Forty-Nine, Sukhumvit Road, Bangkok | November 2016 – May 2017

*Executive Sales and Marketing (Corporate and Industrial Estate) (Full Time)*

- Establish new business especially Japanese companies and Industrial Estate for using long stay
- Work with the team to create and design monthly special packages for FIT and long stay.

**Narai Hotel, Silom Road, Bangrak, Bangkok | August 2014 – November 2016**

*Sales Executive (Non-Government and Corporate Banquet) (Full Time)*

- Work with Sales Manager to plan sales strategy and implement tactics to achieve budget.
- Establish new business and maintain existing business accounts through the preparation and execution of action plans.
- Responsible for generating sales each month to meet sales goals.
- Make all correspondences to foreign customers via email, telephone, or visit.
- Making banquet event order and on-site checking before the event.

**Caretery Company Limited, Vibhavadi Rangsit Road | May 2011 – June 2014**

*Sales Coordinator and Customer Service*

*Sales banquet and catering (Ploen Restaurant, Caretery catering, Delibites snack box)*

- Issue document inquiries from customers and follow up customers.
- Maintain an existing business account and make a good relationship to customers.
- Find the best solution to make customers more satisfied and make a report to management teams.

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**Academic History:**

**Mae Fah Luang University, Chaing Rai | 2007 – 2011**

Bachelor of Business Administration (Hospitality Industry Management) GPAX 2.88

**Nawaminthrachinuthit Satriwitthaya Phutthamonthon School | 2004- 2007**

High school (Art-Japan) GPAX 3.22

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**Qualifications:**

- Able to work independently and self-motivated
- Ability to work in a fast-paced environment to set deadlines
- Good negotiation and interpersonal skills
- Strong customer orientation and Service-minded
- Positive attitude
- Quick learning
- Problem solving
- Willing to learn

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**References:**

Available upon request