



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.

Mobile:

086-380-6645

E-mail:

jirapajp.aom@gmail.com

Address:

40/61 Moo2

PhetKasem Rd.,

Nong Khang Phlu,

Nong Khaem,

Bangkok 10160

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

Driving License and own car

Work Experience:

Hua Chiew Hospital | Jan 2022 – Now

Marketing Executive (Corporate, and International Market)

- Take care of business development for international patients in Thailand.
- Establish new business especially groups of Corporate and Initiating marketing activities to drive revenue and increase market share
- Business and network development with agency in Thailand and Oversea.
- Implement and monitor sales and marketing plan to achieve sales target
- Making a monthly sales report to the Director of Corporate Communications and Marketing.

Le d' tel Bangkok | Jan 2019 – Jan 2022

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, 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.

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

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

References:

Available upon request