

Pimporn Kongkaew

Senior Business Development

A passionate reliable business developer with proven retail business expansion experience by opened more than 20 retail stores in Thailand and a successful retail store in Taipei along with another experience on customer relationship management. My work-life moral is 'the more business can achieve is the more my life can grow'.



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📅 06 June, 1990

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📷 instagram.com/toeyypimpaul

WORK EXPERIENCE

Senior Business Development Mitsubishi Electric Factory Automation Co.,LTD.

06/2019 – Present

Bangkok, THAILAND

Achievements/Tasks

- Take lead role on CRM Project Manager and create effective system for internal members
- Specific, analyse and develop new channel to make more sales performance
- Manage and keep a good relationship with existing valued customers and big dealers. Provide new products knowledge by arranging seminars and yearly exhibition
- Support Japanese executives for any researching information and also take lead role on contact key person between Thailand and Japan side
- Create platform for advertising, set new advertorial articles on industry market in order to promote new services and products
- Review warranty and extended warranty agreement and negotiate benefit conditions with contractors

Senior Location Specialist Central & Matsumoto Kiyoshi Co.,LTD.

06/2017 – 06/2019

Bangkok, THAILAND

Achievements/Tasks

- Survey, count and monitor traffic at potential locations, analyse and forecast targeted customers after getting new expansion project
- Negotiate commercial benefits, leasing conditions including the rental rate with Landlords and developers
- Take role for the first stop review lease contract agreements before pass the task to Legal team
- Work together with finance team on feasibility study
- Work together with store development team on project progress and resolve any problems that occur during new store construction
- Comparison analyse after the store opening between actual P&L and feasibility study numbers
- Support Japanese CEO on any assignment and also support Matsumoto Kiyoshi expansion project in Taipei, Taiwan
- Create professional company documents

SKILLS

Negotiation

Communication

Contract Review

Japanese Language

Advertorial Writing

Store Expansion

Leadership

Business Analyse

Customer Relation Management

Retail Business

Driving Team

Ability to Work Under Pressure

CERTIFICATES

Advance Japanese Business Level Course : Fukuoka Foreign Language College (2014 – 2015)

Receive N2 level (Business Level in Japanese Language Proficiency Test)

Announcer Training Course : The Office of the National Broadcasting and Telecommunication of Thailand (2013 – 2014)

Received Announcer License

Creative Arts : Victorian of Arts (2013)

HONOR AWARDS

Awarded from Thai Journalist Association : Project ASEAN & I (2011)

Name of the institution that issued/awarded it

Awarded from Young Writer Thailand Contest (2012)

Name of the institution that issued/awarded it

LANGUAGES

Thai Language

Native or Bilingual Proficiency

Japanese Language

Full Professional Proficiency

English Language

Full Professional Proficiency

French Language

Limited Working Proficiency

INTEREST

Fashion

Retail Business

Marketeer

WORK EXPERIENCE

Customer Service

Nishitetsu Solaria Hotel

06/2016 – 05/2017

Fukuoka, JAPAN

Achievements/Tasks

- Being as the first Thai staff in the company that have to take role on translating Thai-Japanese company documents
- Support customer and provide the best satisfaction experience for customers

Assistant Editor

Dropkick Co.,LTD.

09/2012 – 04/2014

Bangkok, THAILAND

Achievements/Tasks

- Arrange work schedule for editor and whole team
- Create professional document and research support
- Create own articles following the assignment
- Keep contact with customers and make more channel to reach new sponsorship

CERTIFICATES

Announcer Training Course : The Office of the National Broadcasting and Telecommunication of Thailand (2013 – 2014)

Received announcer license

Creative Arts : Victorian of Arts (2013)

A course for creative idea developing

EDUCATION

Master of Business Administration

Stamford International University

09/2019 – Present

Bachelor of Law

Ramkhamhaeng University

2008 – 2013

Bachelor of Law

Thammasat University

2009 – 2012

Arts - French

Benjamarachutit Nakhonsithammarat

2007 – 2009

INTEREST

World News

Developer

Business Successor

Politics

Economics

Psychology

Self-Development

Laws

Entertainment

Traveling

Customer Service

Leisure