



Audchariya Tantrakul

EXPORT IMPORT AND SALES LOGISTICS

EDUCATION BACKGROUND

CHULALONGKORN UNIVERSITY

Junior MBA Chula Certificate
2013

Faculty of Commerce and Accountancy

THAMMASAT UNIVERSITY

Bachelor of Arts
2008 – 2011

Faculty of Economics
Major in Industrial and Agriculture Economics
Minor in Marketing
GPA 3.14

EXECUTIVE SUMMARY AND OBJECTIVE

A year of experience in event and marketing in Lifestyle Shopping Center.

Export marketing with 8+ years of experience in export process, logistics and data analytical in Structural Steel industry. And 2 months of experience in import, purchasing and regional logistics in trading company. Looking for a position that I can apply my background, experience and improve management skill.

ACHIEVEMENTS

IKA Works (Thailand) Company Limited
Key person of SAP for sales and logistics team in Thailand

Improve logistics process by control import cost and manage stock

Siam Yamato Steel Company Limited
Develop "Tableau" program for analyze data and presentation for Export Sales Department

Create and develop Work Instruction (WI) for export operation team
Manage and control cost for container shipment

Maintain relationship and find new effective container supplier

PROFESSIONAL EXPERIENCE

SALES LOGISTICS

IKA Works (Thailand) Company Limited
(Trading Company)

Jun 2022 – Present

Logistics

- Manage shipping schedules, import documentation and provide responsive customer service and resolving client issues quickly and efficiently
- Coordinate with inbound logistics for delivery and/or customers' collection of completed process equipment & system
- Liaise with industrial engineer, production & warehouse to ensure proper packing, labeling, arrange fumigation
- Liaise with forwarders/transporters for best rates quotations and arrangement of shipping of collection of goods, etc.
- Handle stock checking, import & export activities inventory control

Sales Support

- Prepare and follow-up on any sales quotations and advising the best recommendation at cost best suited for the customers
- Recommend basic products/services information to the customers
- Develop and maintain strong relationships with current and prospective customer

Purchasing

- Issue order to vendor and tracking orders
- Prepare reports on purchases, including cost analyses
- Coordinate with external warehouse staff to ensure proper storage
- Inspecting inventory and reordering supplies and stock

EXTRACURRICULAR

Internal auditor 2021
Staff of "SYS Thank You Party 2020"
Join SYS Functional 2019 and 2020
MC of "SYS IS ALL AROUND" 2019
Staff of SYS Seminar in Philippines 2016
Staff of "Baanlaesuan Fair" 2015-2019
Won Testimonial Prize in 21TH J-MAT Award
One of 40 Selectees in Osotspa Talent Camp 2011
Personal Selling of "Berli Pops" (Part-time)

ADDITIONAL SKILLS

Tableau, SAP, RPA
Sales and Marketing
Customer Service
L/C, HS code, Incoterm, Export document
Import and Purchasing
Negotiation

LANGUAGES

Thai (Native)
English (Toeic score : 820)

HOBBIES AND INTERESTS

Rose planter and flower arrangement
Korean series, culture and fashion
Cat person
Fashion and trend
Travelling and exploring new places

CONTACT ME AT:

Email: taudchariya@gmail.com
Phone: (+66) 85154 2298
Line ID: superfang
Address: Chatuchak Bangkok, Thailand

EXPORT MARKETING EXECUTIVE (SENIOR)

Siam Yamato Steel Company Limited
(Joint Venture between The Siam Cement Public Company Limited and Yamato Kogyo Company Limited (Japan))

Sep 2013 – Oct 2021

- Negotiated with shipping companies for profitable price, routes and shipping schedules
- Manage booking and scheduling monthly truck and container shipment
- Prepared all shipping correspondence (Exported permission document, Letter of Credit & related documents)
- Monitored exporting process of implantation of coordination with banks and customer tracking
- Analyze weekly estimated cash flow, sales report, exchange rate and export offer report for international sales department
- Develop "Tableau" program for analyze data and presentation
- Manage and control production planning for the accuracy and timeliness of the production process
- Provide support in international marketing and seminar

MARKETING EXECUTIVE (EVENT)

Central Pattana Public Company Limited
(Central World)

Mar 2012 – May 2013

- Create proposal and presentation of event plan
- Managed and oversaw all event correspondence, including customer relations and inventory management
- Coordinate with operations, organizer, and other related functions about activities and event marketing
- Develop accounts and manage correspondence for future potential customers planning to hold events
- Responsible for budget planning and ensure they are adhered to
- Prepare monthly market research and competitor analysis

CERTIFICATIONS

- Fundamentals of Branding, Mahidol University, 2022
- Intro to Data Analytics and Big Data, Chula MOOC, 2022
- Marketing in 21st Century, Chula MOOC, 2022
- Tableau Desktop Fundamental, Bara Advance Infotech, 2020
- Sustainable Branding, Motivational Training Institute, 2019
- L/C Fraud and Prevention, Thai National Shipper's Council, 2017
- Modern Marketing Management, Boston Network, 2017
- ISO 9001:2015 & ISO 14001:2015 Internal Auditor, MASCI, 2016
- The Effective Job Presentation Technique, Motivational Training Institute, 2016
- Effective Negotiation, Professional Training Solution, 2014
- Basic Export, DITP, 2014