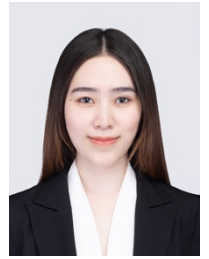


KANITTHA SUNGKORN

2999 Ciela Sripatum Condominium, Phahonyothin Rd., Ladyao, Chatuchak, Bangkok 10900

M: +66 93 3944232 E: kanittha.psu@gmail.com



EDUCATION

Suan Dusit University, Bangkok Thailand

2015 – 2019

- Bachelor of Science and Information Technology – Information Technology Major, GPAX: 3.05 (Top 10 of class)

Extra-Curricular Activities

Freshy Talent Competition Suan Dusit University – Faculty Representative

- Curated dance performance to showcase talent and compete with other faculties.

Zero-Waste Prachuap Project – Volunteer Lead

- Built program and Led a team of 12 people to organize the volunteer program in Prachuap Khiri Khan, Thailand.

WORK EXPERIENCE

Nexentel Co., LTD (Partner with Cisco company, Distribution and installation of Communication system, Telephony system with consulting service, USD 800K in valuation)

2023 – Present

Account Manager

- Develop and maintain strong relationships with clients, coordinate with internal teams to ensure the timely and successful delivery of services or products, achieve sales targets and revenue goals, and lead and support team members to ensure they meet their targets effectively.

Selected case experiences:

- **Contact Center for Aviation industry** – (Leading aviation industry in Thailand USD 57M in valuation)
 - Designed and implemented efficient contact center solutions, enhancing customer service operations and improving overall communication flow.
- **Telephony System for Consumer finance** – (Leading consumer finance in Thailand USD 175M in valuation)
 - Design and install an internal telephony system for organizations with no less than 70 branches nationwide, helping clients save on costs related to calls and communication via the internet.
- **Network System for The global hospitality industry** – (A global hotel ownership, management, and development company USD 3M in valuation)
 - Replacement of the entire organization's network system, including design, installation, configuration, and ongoing maintenance support.

Internet Thailand Public Co., LTD – Leading infrastructure provider for the businesses with diverse platforms that support technologies for companies across Thailand (USD 13M in valuation)

2021 - 2023

Strategic Partnership Executive

- Oversee sustainable portfolio growth by managing strategic partnership and develop business model with partners.

Selected case experiences:

- **E-tax transformation for Shipping and Logistic** – Leading logistic Co. in Thailand (USD 0.8M in valuation)
 - Restructured tax system and process to automated online cloud. This project is expected to reduce cost by 97% per year.
- **Retail E-payment** – Top Eyewear Co. in Thailand (USD 10M Revenue)
 - Assessed client current objectives and nature of business. Provided E-payment service that helps fasten payment transaction and convenience for end users.
- **Cloud Solution for Auto Financing** – Leading Auto Financing Co. in Northern Provinces of Thailand (USD 21.8M Revenue)
 - Conducted In-depth Interviews, recommended system improvement, and led to implement systems for entire company of over 600 employees. (After this project, successfully signed 2 more contracts with the client)

NTT Communication (Thailand) Co., LTD – Leading provider of information and communication technology service. It is part of the global NTT (USD 19M in valuation)

2019 – 2020

Sales Executive

- Responsible for driving the sales of the company's products and services to businesses and organizations in Thailand. and selling relevant IT and telecommunications solutions.

MISCELLANEOUS

- Languages Thai (Native), English (Intermediate)
- Computer Skills Adobe Photoshop, Adobe Illustrator, Final Cut Pro
- Certifications Introduction to Cisco Sales (ICS), Hubspot Sales