



# Sathit Toonpirom

## EXPERIENCE

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### **N Health Cambodia Co.Ltd.** **Business Development Manager**

1/2014 – 4/2018

- Recruit, Coaching and Training staff
- Work with technical staff and other internal colleagues to meet customer needs.
- Prospect for potential new clients
- Present new products and services and enhance existing relationships.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business update
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.

### **Da Hong Heng Enterprise Co.,Ltd.**

5/2011 - 11/2013

#### **Sales and Marketing Manager**

- Recruit, Coaching and Training staff
- Manage sales team are on track for achieving KPI's
- Design marketing plan
- Setting sales and marketing KPI's to manage activity within the team.
- Working with sales executives on approaches to building business.
- Training the sales team on sales techniques and giving advice.
- Overseeing all marketing activity and ensuring it fits with the marketing strategy.
- Arranging for the company to attend relevant industry events and conferences.
- Reporting on activities towards targets to the company executive.
- Researching potential target industries and customers.
- Attending meetings with customers alongside sales consultants.

### **Boots Retail (Thailand) Co.Ltd.**

5/2005 - 3/2011

#### **Store Manager**

- Recruit, Coaching and Training staff
- Implement monthly Sales Plan to store in order to increase a revenue
- Meet sales goals by training, motivating, mentoring and providing feedback to staff
- Ensure high levels of customer satisfaction through excellent service.
- Maintain best store condition and visual merchandising standards.
- Propose the ideas to increase market share.
- Conduct personnel performance appraisals to assess training needs
- Deal with all issues that arise from staff or customers (complaints, grievances etc).

## EDUCATION

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Bachelor Degree, Pharmaceutical Science with 2<sup>nd</sup> Admirer

2001 – 2005

Khon Kaen University

Secondary School, Mathematics and Science

2004 - 2001

Surawittayakarn School

## CONTACT

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## SKILLS

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Great Communication

Speak 3 Languages  
(Thai, English, Khmer)

Experience in HRM

Positive Attitude

35+ WPM Typing

Experienced With MS Office

10+ Years Of Exp

College Education

Proficient In English