

# KACHAPORN UTTARASAK

Sales Engineer



## About Me

Experienced and driven sales representatives with 5 years of proven track record.

I exceeded my goals and increased the sales volume and presence of existing company connections.



096-265-9990



Uttarasak.kacha@gmail.com



One X Condo 48/66, 10th Floor Soi Sukhumvit 26, Khlong Tan, Khlong Toei, Bangkok 10110

## EDUCATION

### Borcelle University

Bachelor, Rajamangala University of Technology Lanna, Chiang Mai

AUGUST 2013 – OCTOBER 2017  
Faculty of Arts and Architecture

## EXPERTISE

- Sales Engineer
- Sales Architecture
- E-Commerce Sale Executive
- Business Development Executive
- Sales Executive
- Sales Representative

## EXPERIENCE

### Sales Engineer

Utile Engineering International Co.,Ltd., Bangkok

JUN 2022 – PRESENT

- Design service Procurement and installation of temperature and humidity control systems Including the saving system Power and evaporative cooling system to various industrial plants
- Find customers according to the assigned area
- KPI visits 4 factories per week to recommend solutions, taking into account the possibilities of ventilation systems for industrial factory
- Propose energy saving guidelines and prepare proposals for factories to submit energy savings to the government sector.
- Install the system and take care of customers in a complete way, discuss work, deliver work with the foreman at the customer's job site by himself.

### E-Commerce Sale Executive,

Ninjavan Logistics Co.,Ltd., Bangkok

JUL 2021 – MAY 2022

- Contact to offer solutions for domestic freight forwarding
- Contact customers who sell products on Social Media, B2B
- Set sales targets based on KPIs through CRM program, Salesforce sales team management system.
- Install and teach the Ninja Van back-end system and take care of customers comprehensively.

### Sales Executive,

Temper Nature Co.,Ltd., Bangkok

NOV 2020 – JUN 2021

- As a salesperson for air conditioning
- Coordinate the installation of air conditioners, houses, condos, village projects, resorts, hotels, factories and works designed by architects.
- Specification of air conditioning system work for customers via Auto Cad and make a quotation
- Find customers in designated areas across the country Installation and complete customer care.
- Have a variety of real estate connections

## DETAILS



### DRIVING LICENSE

- Yes

### DATE / PLACE OF BIRTH

- 11 / July / 1994
- Lampang

## LANGUAGE

- English  
 60%
- Thai  
 100%

## REFERENCES

**Kanda Srichan from Ninjavan Logistics**

096-175-9153

**Mr. Pongsak lamnawachat from Utile Engineering**

081-734-7529

## SKILLS SUMMARY

Ability to Work Under Pressure

 100%

Teamwork Skills

 100%

Customer Relations

 100%

Microsoft Office

 100%

illustrator

 70%

## EXPERIENCE

**Sales Architecture,  
Chale't Wood Academy Co.,Ltd., Bangkok  
DEC 2019 – JUL 2020**

- Offering solutions for Prefab House, Hybrid System (steel, cement, wood)
- Replicating the BOQ, bidding, construction (steel, cement, wood) looking for customers according to the assigned area.
- Software for business management.
- Installing and taking care of customers in a comprehensive way, discussing work, delivering work with the Foreman according to the customer site by themselves

**Business Development Executive  
Advance personnel and solution Co.,Ltd., Bangkok  
DEC 2018 – DEC 2019**

- Contact to offer a complete IT solution Infrastructure Develop.
- Outsouce and recruiting IT and Non IT staff.
- Software for business management.
- Find a customer based on the assigned area.
- Installation and complete customer care.

**Sales Representative,  
Unicorn Thailand Co.,Ltd., Bangkok  
JUL 2018 – DEC 2018**

- Contact to offer a complete IT solution Infrastructure Develop.
- Sales Representative of Ocha IT application software for business management.
- Find a customer based on the assigned area.
- Installation Ocha application software and customer care.
- Handled the execution of customer agreements.

Phothshop

 70%

Sketch Up

 85%

Auto Cad

 80%

Lumion 3D

 90%