



**MISS PANALEE PUNYAKASEMWARAKUN (Dao)**

189/140 M.5 Prime Place Bang Rak Phatthana, Bang Bua Thong, Nonthaburi 11110

Tel: 081-912-0570 Email: dao.panalee@gmail.com

**Age:** 41

**Marital Status:** Single

**Driving License:** Car

**Apply for :** Manager position

**Date of Availability:** 1 Month Notice

**Objective:**

Seeking a position that will benefit from my sales manager experience, positive interaction skills and customer contacts where my experience can improve the sales results.

**Education**

- **2016 – 2018 Master of Business Administration**

Ramkhamhaeng University, Bangkok GPA 3.48

- **2001 – 2003 Bachelor of Business Administration**

Suan Sunandha Rajabhat University, Bangkok GPA 3.14

**Skills:**

- Proficient in Microsoft Office, Photoshop
- Typing skills: Thai, 45 words per minute | English, 50 words per minute
- Good personality
- Love for Service and Sales
- Good problem Solving
- Have Skills in planning and managing sales target
- Have good negotiation skill
- Good human relation
- Driving very well

**Training**

- DiSC model: (D)ominance, (i)nfluence, (S)teadiness and (C)onscientiousness.
- Marketing 101
- Fundamentals of KPI Claims
- Advance MS Power Point
- Report on Excel & Tableau
- FIT 1 and 2

**Experience**

**Krungthai Panich Insurance, Bangkok (2022 – Present)**

***Sales and Marketing Team Leader***

- Responsible for annual sales and monthly to achieve the goal also team member
- Manage team member to meet target sale revenue
- Strategy planning for create revenue to company
- Analyze customers sellers and competitors in order to plan the strategy for success
- Reports weekly sales activities for whole team reporting to Marketing director
- Consultation with customers Including Solving problems before and after sales
- Control and track the payment of customers according to credit
- Build good relationships with customers and vendors
- Coordinate with all departments to solve problems with customers. To achieve maximum satisfaction
- Expand new customer base to increase sales

**Krungthai Panich Insurance, Bangkok (2012 – 2021)**

*Sales Executive*

- Coaching Krungthai Bank staff that drives sale and service performance
- Setting sales targets for individual reps
- Responsible for annual sales and monthly to achieve the goal
- Analyze customers sellers and competitors in order to plan the strategy for success
- Reports weekly sales activities
- Consultation with customers Including Solving problems before and after sales
- Control and track the payment of customers according to credit
- Build good relationships with customers and vendors
- Coordinate with all departments to solve problems with customers. To achieve maximum satisfaction
- Expand new customer base to increase sales

**Safety Insurance, Bangkok (2010-2012)**

*Sales Executive*

- Responsible for annual sales and monthly to achieve the goal
- Reports weekly sales activities
- Control and track the payment of customers according to credit
- Build good relationships with customers
- Expand new customer base to increase sales

**Tokyo Marine Insurance, Bangkok (2009-2010)**

*Sales Executive*

- Responsible for annual sales and monthly to achieve the goal
- Reports weekly sales activities
- Control and track the payment of customers according to credit
- Build good relationships with customers and vendors
- Responsible for annual sales and monthly to achieve the goal
- Reports weekly sales activities