



Kullanart Somsila

SALES REPRESENTATIVE

PERSONAL INFORMATION

Date of birth: 23 January 1991
Nationality: Thai
Age: 30
status: single
Cars: Not have own car
Car license: Both of car and motorbike

SKILLS

- Problem-Solving
- Customer service/ service mind
- Knowledge on brand and products
- Bilingual Customer Support
- Time management and organizational skills
- Positive Attitude
- Friendliness and Empathy

SEEKING POSITION

- Sales Coordinator
- Sales Administrator
- Outbound Sales
- Sales

Salary Expectations: 32,000 Baht

CONTACT ME AT:

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ABOUT ME

I am a sales with 5 years of experience in the heavy machine and pets food industry. I do nurture client relationships by helping them solve the problem, not only pressure them to buy. To generate leads and get long-term relationships with customers, and they will be loyal customers that help sales to reach target goals. That is my rule to be a good salesperson.

EDUCATION

BACHELOR'S DEGREE IN POLITICAL SCIENCE

Ramkhamhaeng university | 2009 - 2014

International relations (IR) is the study of politics, economics, and law on a global level. Depending on the academic institution, it is either a field of political science, an interdisciplinary academic field similar to global studies, or an independent academic discipline that examines social science and humanities in an international context.

**FOR THE WORK EXPERIENCE,
PLEASE SEE THE NEXT PAGE**



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WORK EXPERIENCE

SALES REPRESENTATIVE

Tai & Chyun Engineering Service

July 2019 – May 2021

Maintenance relationships with existing clients

- Calls clients every day or answered calls responded to emails and spoke with clients face-to-face.
- Visit customers 10–15 clients/month to evaluate needs or promote products and services.
- Help clients solve their problem
- Follow up after the sale
- Handled customer complaints with empathy and composure.

Use CRM to do sales activities

- Create quotation
- Log a call day by day– Report all sales activity

Knowledge about the technical both mechanical and electrical of the product.

Consistently met my short and long-term targets.

Obtaining deposits and balance of payment from clients.

Preparing and submitting sales contracts for orders.

STORE MANAGER

Viva Premium Pet Store

February 2016 – June 2019

- Plans and directs the day-to-day operations of the store.
- Develop strategies to improve customer service, drive store sales, increase profitability, create store policies and marketing programs that will increase sales and grow the existing customer base.
- Maintain high store standards and conditions and foster a positive environment.
- Ensure customer needs are met, complaints are resolved and service is quick and efficient.
- Ensure all products and displays are merchandised effectively to maximize sales and profitability.

RETAIL SALES

SKP Interpack

May 2014–January 2016

- Greet and direct customers
- Provide accurate information (e.g. product features, pricing, and after-sales services)
- Answer customers questions about specific products/services– Conduct price and feature comparisons to facilitate purchasing