



PAVINEE PHANVICHATKUL

PROFILE

Working as a Key Account Management gave me a very strong communication skill, able to work with, motivate and develop diverse cross-functional teams. Highly skill to develop and execute sales, marketing and product strategies that increase revenue, expand market share and build brand equity, plus the analytic skill. I am currently looking for job opportunities to use my expertise skills I've experienced.

EDUCATION

- **2020** Second-Class Honors Bachelor of Arts (Chinese Major) Faculty of Arts, Chulalongkorn University GPX 3.49
- **May2018 - Aug2018** Participating in The Inter Exchange Work &Travel USA program at The Ritz-Carlton Hotel
- **Aug2013 - June2014** Participating AFS Intercultural Programs (China)

PROFESSIONAL EXAMS

- Passed Chinese Proficiency Test (HSK) Level5 276/300
- Passed HSK Speaking Test (HSKK) Intermediate Level 75/100

WORK EXPERIENCES

SHOPEE (THAILAND) COMPANY LIMITED

- Position** Brand Key Account Management
- Company** SHOPEE (THAILAND) COMPANY LIMITED
- Period** Apr2021-Present
- Responsibility**
 - Responsibility to ensure the success of key merchants on Shopee platform including driving revenue on platform
 - Educating sellers on Shopee features, Shopee promotional campaign and market insights
 - Building long lasting relationships and trust with sellers
 - Negotiating deals with sellers and plan on their marketing to make sure that they will reach target GMV
 - Analysis and track seller MOM performance to help increase sales
 - Communicating on both side, sellers and internal, to make sure that both will achieve the goal

Flash Express Company

- Position** Key Account Officer
- Company** Flash Express
- Period** Nov2020-Feb2021
- Responsibility**
 - Try to achieve the highest delivery KPI by monitoring causes that lower KPI and find the according solutions
 - Respond case internal and external on time, clearly and correct answer based on SLA
 - Make sure all of Internal weekly reports are correct

CONTACT

Address :Ladprao Rd.,
Wangthonglang District,
Bangkok, 10310

E-mail:gamgamsaii@gmail.com

Tel: 083-048-3965

Age : 25

LANGUAGE SKILLS

- Professional Working Chinese
- Professional Working English

MICROSOFT OFFICE SKILL

- Microsoft Word
- Microsoft PowerPoint
- Microsoft Excel
vlookup
pivot table



WORK EXPERIENCES

Lazada Thailand (Intern)

- Position** Assistant to the Key Account Manager in Fashion Category Team
- Company** Lazada Ltd.
- Period** June2020-Sep2020
- Responsibility**
 - Responsible for Chinese cross border sellers
 - Help responsible for bags category
 - Help increase GMV by pushing sellers to join daily campaigns and mega campaigns and also join flash sale
 - Help educate sellers about Thailand's local market preference

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- pivot table

A part-time translator for Jadoh Learning Application

- Position** Translator
- Company** Jadoh Learning
- Period** Jan2020-May2020
- Responsibility**
 - Translated several types of videos, such as musics, trailers, movies, both Chinese and English to Thai
 - Edited videos, created subtitles and also uploaded them to the app

Cheevit-Tidreview (Intern)

- Position** Content Creator
- Company** bangfailanmedia (Cheevit-Tidreview Facebook Fanpage)
- Period** May2019-Aug2019
- Responsibility**
 - Writed several interesting restaurants, foods and products to post on Facebook, and also coordinate between clients and internal partners to find mutual solution to problems