

Profile:

Pakorn Wongrattanapiboon

Executive Coach/ Leadership and Strategic Development Consultant



Fact File:

Independent Consultant and Professional Trainer

Areas of Specialization:

Middle Management Coaching, Leadership and Strategic Marketing Development

Referenced Clients:

Masterkool International Co., Ltd.,
Germanic Technology Co., Ltd.,
TeleAccess Co., Ltd.,
Syndome Electronic Industries Co.,Ltd

Highest Professional Position:

General Manager, Marketing Director

Education:

Graduate Studies from the National Institute of Development Administration, Thailand.

Graduate Studies from King Mongkut's Institute of Technology Ladkrabang, Engineering,

Language:

Thai, English

Introduction

Khun Pakorn Wongrattanapiboon is a top executive with more than 20 years experience in the IT and Telecom industries. With his responsibility, he always involves in the area of sales, marketing, business development and operation management to ensure the business success. He specializes in training people in organizations to gain competence in strategic management and improve their leadership skill. His management style begins with training, coaching and consulting to the team rather than commanding or ordering. He always develops training classes to his team by himself. Through his continuously of the professional, he has developed classes for his strategic business partner's executive. The classes include Strategic Management, Development of Sales Executive Leadership and Professional Sales Manager.

Khun Pakorn loves to be a Professional Trainer and Executive Coaching for people who want to improve themselves. He always looks for better techniques to help people enjoy their self-discovery.

Professional Background

In 1986, the first year of professional development, Khun Pakorn joined the leading, multinational corporation industrial trading business, Asea Brown Boveri (ABB) Co.,Ltd, as a Project Sales Engineer. After gaining some experiences and the early stage of his career, he tried establishing his own company to learn more about doing business. Here he initiated a software form product and became the market leader soon. In January, 1994, he decided to join Siam Sat Network, a subsidiary of Siam TV. and Siam Commercial Bank Group as a Marketing Director to conduct sales team to penetrate the satellite market.

In June, 1996 he was recruited by Bangkok Payment Technology (BPT), the first e-purse operator in Thailand as General Manager. Although the products and services were the newest innovative technology which needed a lot of resources to educate the consumers, Khun Pakorn can successfully introduce the products and services to the market and expand the service providers. He had to work with the Government Agency which related to the payment technology, Bank Of Thailand (BOT) and Nectec, to specified the regulation. With in 3 years of introduce the product and service to the market BPT was successfully expand more than 100,000 subscribers which over 1,500 service providers and much more 10,000 kioses installed. After working for a long time at Syndome Electronic Industries, the current market leader of UPS manufacturings, Khun Pakorn is known as a part of his business partners' success. He develops business by helping his business partners training, consulting and coaching their staffs.

With management style that working closely with all levels and enthusiastically training and coaching his staffs, Khun Pakorn possesses wide experiences in business at every level, from staffs to business owners, from small enterprises to multinational companies. He always feels proud to stand behind the success of the company involved. His ambition to be your Executive Coaching is as follows:

***"Most Thai people have their talent and inspiration but could not accomplish with their job.
To help inspired people to reach their talent by themself is my work"***