



# MONTA SAETAN

## SALES B2B

### CONTACT ME

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### EDUCATION

**B.B.A. (Marketing)**  
**Rajamangala University of  
Technology Thanyaburi.**

2001 - 2004

### SKILLS

|                                 |                        |
|---------------------------------|------------------------|
| Communication                   | <div><div></div></div> |
| Negotiation                     | <div><div></div></div> |
| Good relationship               | <div><div></div></div> |
| Positive attitude and open mind | <div><div></div></div> |
| Management Skills               | <div><div></div></div> |

### HOBBIES

|              |                        |
|--------------|------------------------|
| Badminton    | <div><div></div></div> |
| Do gardening | <div><div></div></div> |
| Photography  | <div><div></div></div> |

### ABOUT ME

I am a account manager, with more than 10 years of experience in the Telecommunication. I have gained a lot of experience in my work as a key account manager.

#### Key Account Manager

2006 - 2023

#### NETRADE ASIA CO.,LTD. | Sukhumvit63 Bangkok

- Directly supervise all inside sales functions your team will be performing, such as:
- Daily inbound and outbound sales activities, including emailing, quote and lead follow-up, and cold calling to generate sales opportunities.
- Managing inbound marketing leads and their respective qualifications.
- Identifying customer requirements and providing solutions to meet their needs.
- Prospecting call preparation, including company background research and other pertinent lead information.
- Entering, updating, and maintaining CRM information on leads, prospects, opportunities, and deals.
- Work with executive team to design sales incentive plans and guidelines for sales credits, price adjustments, and special allowances.
- Identify customers' buying trends and provide reports to management.
- Evaluate the effectiveness and efficiency of the sales goals in order to maintain a high level of sales and profitability.

#### Secretary to Managing Director

2004 - 2006

#### PCL HOLDING PLC. | BangPhlat Bangkok

- Prepare presentation for meetings / prepare meeting room and facilities / take notes in internal meeting.
- Help follow up the progress of all function.
- Coordination within departments and company.
- Plan, organize, and prioritize own workload so that all tasks are completed accurately and on time.