

Resume for Job

Experience of Export Sales & Marketing in Automotive (OEM & Aftermarket),
Electronics & Canned Food



Name	Mr. Alok Gupta
Nationality	Indian
Date of Birth	24 th June 1964
Marital Status	Married to Indian
Mobile Phone Number	089 8848752
Email Address	alokjob@hotmail.com
Address	1 Happy Day Complex 520 Suksawat Soi 33/1, Rat Burana Bangkok 10140 Thailand
Conveyance	Have own Toyota Vios Car
Thailand Car Driving License Number	Number – 54010501 Expiry 24 th June 2016
Thailand Social Security Card Number	6-0149-00032-10-6
Thailand Tax Number	0 991 002 532 746
Present Salary	Thai Baht 35,000 month, plus bonus.
Salary Request	According to your company regulation.
Academic Education	Second Part of Bachelor of Science. From University of Rajasthan, India. Electronics Certificate Course of one year From Gulshan Institute, India.
Computer Skills	Operating Systems - MS Dos, Windows Xp, Vista, Windows 7 & 8. Programs - Microsoft Office, Email, Internet. Other Computer Skills – Internet Searching, Accounting Software, Dreamweaver Basic, USB attachments, Can format and install software and hardware, configure system.
Language Ability	English - Good in speak, listen, read & write. Hindi - Good in speak, listen, read & write. Hindi is spoken in India, Dubai, many parts of Middle East, Nepal, Pakistan and Bangladesh. Thai - Fair in speak & listen (35%). Cannot read & write.

Countries Travelled	Argentina, Australia, Belgium, Dubai, France, Germany, Indonesia, Ireland, Italy, Lao, Malaysia, Nepal, Oman, Philippines, Singapore, South Africa, Sri Lanka, Taiwan, Turkey, USA. Work experience in Thailand & India.
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Knowledge & Experience

Automotive Knowledge	Have experience of working with OEM as Tier-1 & Tier-2 and know the procedure. Can understand basic drawings, installation and other Technical details. Know the vehicle Brands & Models, Colours of vehicles and Country Regulations. Know about EU regulations & SoC (Substance of Concern). Also have experience in Aftermarket & Chain Stores.
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Electronics Knowledge	I have done one year course in Electronics because of that I can identify and test Electronic Components, Transistors, Zener Diodes, Resistance, Capacitor (Electrolytic, Polyester, Ceramic), Toggle Switch, Transformer, IC's, Can Measure AC/ DC Voltage, Current, Impedance, Capacitance, pnp – npn Silicon/ Germanium Transistors. Can do soldering of electronic components. Can understand electronic circuit. I am aware of voltage (Alternating Current) and frequency (Hertz) and plug difference in various Countries. I am aware about certifications CE, TIS, JIS, ISI, ETL, S Mark, ASTA, GS Mark, RoHS etc.
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Food Knowledge	Have knowledge & experience of canned food product export regulation, labeling, Best before use date regulation, Barcode, Testing, Certification etc.
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Work Experience in India	Sale & Marketing of Telecommunication Equipment, Office Equipment, Home Appliance, Computers, Electronic Products, Bank Security Alarms. Also do Government Tenders.
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Work Experience in Thailand

Export Sales & Marketing, Business Development in Automotive (OEM & Aftermarket), Electronics Industry & Canned Food of Thailand.

Overseas Sourcing & Imports.

Customs Department Procedure.

Free Trade Agreement, FTA, GSP "A" & "D" CO Forms.

Worked in ISO TS-16949, ISO 9001, ISO 14001 Certified companies following TPS.

Warranty Claim System.

Aware of Shipping terms & Letter of credit terms and fumigation.

Know Banking Procedure.

Establishing Office in Foreign Country. In my previous employment established company in Australia.

Employment Record in Thailand

- Name of Employer - ABC Products Company Limited
- Address - 89 Charoen Nakorn Road, Soi 49, Klongsan, Bangkok 10600 Thailand
- Telephone 02 8624841-5, Fax 02 8624847
- Business – **(Canned Food)** Manufacturers & Exporters of Canned Fruits, Vegetables, Pineapple, Fruit Cocktail, Corn. Canned Tuna, Sardine & Mackerel Fish. Also do Trading of Food Products which we do not manufacture.
- Position - Marketing Expert for International Sales.
- Employment Period - From 20th June 2002 to 9th May 2003
- Job Description – Business Development, Export Sales of Canned Fruit & Vegetable, Fish to Middle East, Asian Countries, Latin America & African Countries.
- Also do Sourcing of Food Products from Thailand to meet Overseas Customer requirement.
- Reason of Leaving – Could not supply orders of customers due to shortage of Pineapple and other products. Contract also completed.

- Name of Employer - TFP Industrial Company Limited
- Address - 209-211, Chaokamprop Road, Pomparp, Bangkok 10100 Thailand
- Telephone 02 4278074, 4278075 Fax 02 4283966
- Business – **(Automotive Plastic Products)** Automotive Industry. Manufacture Fog Lamp for car, Acrylic Products & ABS Side Guards, Bug Guards, Body Kit, wood grain Interior Panel & Gear Shift Knob.
- Position - Chief of International Department.

- Employment Period - From 12th June 2003 to 13th September 2004.
- Job Description – Business, Development, Maintain existing customers, Export Sales of Acrylic, ABS, Foaming Automotive Accessories to OEM, Aftermarket & Chain Store Customers. Do the product development as per customer requirement to comply with Australian regulation.
- Was taking care of TMAP Singapore. Later it was moved to TMAP Thailand.
- Was taking care for aftermarket export sales in more than 10 Countries.
- Independently travelled to Australia to establish their 100% Thai owned company in Sydney. Completed all process with Australian Government, Rented warehouse and purchased office furniture fixed amenities Telephone, Fax. Introduced the product to Car Manufacturers (Toyota, Honda, Ford, and General Motors), also Aftermarket Importers and Chain Store Repco etc. Open & operate Bank Account. Complete Accounting work. Carried complete operations.
- Reason of Leaving – Got better job.

- Name of Employer - Sammitr Motors Manufacturing Public Company Limited
- Address - 39 Moo 12 Petchkaseam Road, Om-Noi, Kratumban, Samursakorn 74130 Thailand
- Telephone 02 4200027, Fax 02 4209950
- Business – **(Automotive Steel Products)** Automotive Industry. Company manufactures Die, Jig, Press Part, Steel Canopy, and Truck Trailers.
- Position - Overseas Manager.
- Employment Period - From 26th October 2004 to 30th June 2008
- Job Description – Business, Development, Maintain existing customers, Export Automotive Accessories to OEM & Aftermarket in more than 60 Countries. Do the product development as per customer requirement to comply with European regulation.
- Independently travelled to Toyota Motor Europe in Belgium and become Tier 1 supplier to all 25 European Countries. Served TME orders on TPS, created Bar Code, shipping, packing, pallet, fumigation, warranty claims etc.
- Independently travelled to Ford-Mazda Europe R&D Center in Germany to get approval for 15 European Countries.
- Independently travelled to South Africa and got the approval from Toyota South Africa and could start business. Toyota had condition of local distributor so appointed local distributor and served as Tier-2 supplier.
- Got our Product approved from TMAP (Toyota Motor Asia Pacific).
- I am aware of vehicle production facilities all over world.
- Know export procedure plus regulations of EU, ADR (Australia), SABS (South Africa) etc.
- In Thailand and many Countries I have been to OEM's Toyota, Ford, Mazda, TMAP, Isuzu, Tri Petch Isuzu and Mitsubishi to discuss business opportunities.
- Apart from OEM I was responsible for export in 40 Countries Aftermarket. Take care of logistic, warranty claims etc.
- During my working tenure as Overseas Manager we were honored by Prime Ministers Export Award.
- Reason of Leaving – Changed to own Computer business.

<ul style="list-style-type: none"> • Name of Employer – Thai Int. Business Co., Ltd. • Address – Suksawat Road, Rat Burana, Bangkok Thailand • Business - Computer Software • Position – Self Employed Director. • Employment Period – 9th July 2008 to 31st July 2012 (short period did not work) • Job Description – To manage complete business. • Reason of Leaving – Changed back to Automotive & Electronics Industry.
<ul style="list-style-type: none"> • Name of Employer – Takahata Precision (Thailand) Limited • Address – 93 Moo 1, Hi-Tech-1 Industrial Estate, Asain Highway, Tambol Banlen, Amphur Bangpa-in, Ayuthaya 13160 Thailand • Telephone (035) 350807, 350808 Fax (035) 350704, 350705 • Business – (Automotive & Electronics Plastic Parts) Plastic Precision Parts manufacturer & exporter for Automotive & Electronics Industry. Parts made to customer design. • Position – Marketing Manager. • Employment Period – From 1st August 2012 to 26th January 2013. Worked on 6 months fixed contract. • Job Description – Sales & Marketing in Thailand & Overseas of Plastic Precision Parts used in Automotive & Electronics Industry. Do marketing research. Customers mostly Japanese. • Reason of Leaving – My 6 months fixed employment contract is completed.
<ul style="list-style-type: none"> • Name of Employer – Hayashi Spring (Thailand) Company Limited • Address - 888/232 Moo 19 Soi Ying Charoen, Bangplee Tamru Road, Bangpleeyai, Bangplee, Samutprakan 10540 Thailand • Telephone (02) 174 7488-90 Fax (02) 174 7258 • Business – (Metal Parts for Automotive & Electronics). Manufacturers & Exporters of Metal Spring & Parts for Automotive & Electronic Industry. Parts made to customer design. • Position – Sales Manager. • Salary – Thai Baht 35,000 per month, plus bonus. • Employment Period – From 4th July 2013 to present working. • Job Description – Sales in Thailand & Overseas metal parts. Customers mostly Japanese. • Reason for Leaving – Will leave if get better job where I can work for many years.

End of Resume