



Curriculum Vitae

Personal Particulars

Name	: Nutchari Wanma (นุชจรี วัฒนมา)	Date of Birth	: November 26, 1983
Height / Weight	: 155 cm / 50 kg	Marital Status	: Married with 2 daughters
Current home	: 83 Moo 1 Kasetuwan, Bothong Chonburi 20270, Thailand		
E-mail Address	: rincube30@gmail.com	Mobile Phone	: +66 8 3879 8265

Academic Background

Bachelor Degree of Electrical Engineering, Burapha University – May 2006 (GPA. 3.09/4.00)

Level 1 (Associate Engineer) Electrical Power Engineering License No. n225449 by Council of Engineers, Thailand.

Technical Background

Certificate / Training Course

- Certificate in Speaking Well course by Personality Academy. Asia, July 20-21, 2019
- Certificate in Self Improvement by Technology Promotion Association (Thailand-Japan)
- Certificate in Analytical Thinking for Effective decision Making & Problem Solving by Technology Promotion Association (Thailand-Japan)
- Certificate in Relay Protection for Industrial Power System course by IEEE Thailand Section
- Certificate in Electrical equipment installation standards in Thailand by Council of Engineering.
- Certificate in Electrical Safety Inspection by Technology Promotion Association (Thailand-Japan).
- Certificate in the Smart Plant ® Basic Electrical Solution and SIGGRAPH.CAE® by Intergraph
- Trainee Student of ESSO Sriracha Refinery, Chonburi, An ExxonMobil Affiliate in Thailand, April 1 – May 31, 2005

Skill

- Excellent communication skills especially in Thai verbal and good command over written and spoken English.
- Strong Leadership, it was gained and developed from my childhood till now.
- Relationship building skills, as be myself, open and honest communication.
- Easily able to adapt to changes and new challenges, backed by quick learning abilities and hard work.

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- Problem analytic and solving and interpersonal skills for seamless interface with client, within organization, within project, and with vendor.
- Support Managing director as his necessary requirement, and Lead Sales meeting weekly.
- Review, check and prepare the purchasing contract with the Legal department.
- Understand well in process of Sales activities in ERP (Estimate, Sales Order)
- Discipline / Interdiscipline check of documents and drawings.
- Coordinate with warehouse department to ensure successful of Material receiving inspection, Claim issuance (if any)
- Check and review customer requirement documents and drawings during RFQ up to AS BUILT.
- Differentiation using product knowledge and present with ordinary thing to make customer get into.
- Empathy, Confidence, Emotional intelligence, Self-motivation, Self-Learning, Stickability

Employment History

Summary of Experience

I have been working 9.3 years in the field of Electrical Detail Engineering, Procurement Engineering, Construction Support Engineering for EPCIC Projects in the Offshore Oil&Gas industry for wellhead platform facilities, process platforms, Steel Plant Project, and Underpass project.

I have been working 7.1 years in the field of Sales and marketing for Lifting Solution Company.

I believe that my combination of skills and experience in Sales and Engineering make me the ideal candidate for your requirement and those would be a great benefit to your company.

4th Company Name LGH CRANES CO., LTD (SUBSIDIARY OF GH CRANES AND COMPONENT, SPAIN) AS GH THAILAND

During Apr 2016 – Present (7 years 10 months)

LGH was established in 2016 by the owner of Lee Machinery (Thailand) and Industrias Electromecanicas GH,S.A. Spain. The aim of this cooperation is to promote GH hoist and cranes, and to be the quality cranes maker in Thailand/SEA for domestic and overseas markets.

Industrias Electromecánicas GH, S.A. A Global Leader in crane manufacturing with over 65 years experience and presence in over 73 countries for 125,000 cranes.

Lee Machinery (Thailand) A Thai Leader in crane manufacturing with over 37 years' experience.

Successfully and Proud

- Been promoted to Sales Director after working for 2 years.
- Salary increment with a total of 185% in 4 years based on performance.
- New customer creation from 0 to 170 companies in 7 years
- Built up Sales team members from 0 to 8 people.
- Make turnover from 0 to 414,000,000 THB (accumulated for 7 years) of 5 Salespersons.
- Company assigned me to travel to GH Spain for Sales Motivation campaign in 1st year working.
- Company assigned me to travel to GIS Swiss for product training.
- Work as company window for collaborate with GH HO Spain
- Sold Underslung GH special crane fabricating in LGH for exporting to USA through Danieli, according to USA's mill crane welding standard "AWS D14.1"

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- Sold gantry crane fabricating in LGH for exporting to Australia through VICCON, according to AUS's standard with ISO WQT, PQR, WPS
- Company assigned me to travel to Myanmar for key customer visit and keep relationships.
- Develop continuously for Sales soft and hard skill from 0 to now.
- Able to make the turnover more than the Lee Machinery's Sales team after 5 years
- Multifunction skill development
- Setting the Sales Intensive program, apart from standard commission earning

Role Sales director

Target 195,000,000 THB per annum

Responsibility

- Plan and direct the policy of promotion, sale and distribution of products of the company, assuming responsibility in the area of Marketing
- Manage the commercial resources of the company, guiding them towards satisfying the needs of current and future clients, identifying the trends and evolution of the markets. Manage the capture of needs of your market in order to proceed to its definition, as well as to market your products with the appropriate profitability and assist them during their life cycle. Provide all the management support necessary for the development of its activity.
- In general, it will develop its activity complying with the methods that affect its scope of responsibility, maintaining records of quality and safety and promoting improvements, both in processes and procedures, so that its activity is effective.
- Develop and provide management information necessary for the performance of the functions of its activity and that requested by the Directorate.
- Direct, coordinate the activity of the personnel in charge. Motivate and evaluate the performance of their functions.
- Prepare medium and long-term plans and actions to achieve the objectives set by the company, designing the necessary strategies and supervising their application. Identify opportunities for innovation and continuous improvement, both in the development of its functions and in the products provided by the
- Manage the commercial resources of your division, in order to meet the commercial sales budget. Facilitate sales forecasts to the rest of the organization. Direct the activities of the existing commercial network, training the team and motivating them. Set both the pricing policy and conditions of sale and the distribution channels.
- Approve purchase contracts and sign operation records when necessary. Track the orders to customers. Develop, maintain and update business statistics to support management.
- Approve purchase requisition and sign production input record for issue to Project team.
- Carry out the necessary follow-up actions to ensure maximum effectiveness in achieving objectives. Control the costs and margins of each concerned operation.
- Identify the hiring needs, making proposals to the Management Committee.
- Collaborate in the definition of training programs, execution of plans and courses, evaluation of results and costs thereof, both internally and externally.

3rd Company Name **BUGEN Co., Ltd**

During **May 2015– Mar 2016 (10 months)**

Bugen is an electrical equipment supply company such as LED lighting, Solar cell, etc.

Successfully and Proud

- Project cost control and procurement engineering
- Travel aboard, Myanmar for electrical system installation for CP's pig farm Project.
- Direct collaborated with Client "Department of Rural Roads" site representative, Central Pattaya underpass Project

Reason for leaving

- Looking for company where close to my husband's house because wish to stay with family

Project Central Pattaya underpass Project

Owner Bangsaen Mahanakorn Co., Ltd (BM) / Department of Rural Roads

Capacity Tunnel is 1,900 meter long (longest underpass in Thailand)

Role Electrical Engineer (Project engineer)

Work Scope The scope of work involves PCIC detailed engineering, the experience involved preparation of equipment specification for client approval, drawing and preparation of RFQs, TBEs and POs for the Equipment Packages i.e. Transformer, Distribution Boards, LED lighting system, Pump, Jet fan etc.

Responsibility

- Responsible for production and submission of Datasheets, Specifications, Single Line Diagrams, Electrical Layout Drawings, Installation details for Client approval prior to procurement
- Coordination and meeting with BM and client
- Preparation of Procurement Engineering documents e.g. RFQs, TBEs, MTOs, Evaluation of vendor offers, POs
- Assistance to Managing Director for his need.
- Assistance to Procurement department concerning technical aspects of equipment being procured.
- Kick off meetings with vendor for equipment packages.
- Preparation of AS BUILT / Final documentation (Engineering Dossier).
- Manage the project (it's not complete while I left the company)

2nd Company Name THAI NIPPON STEEL & SUMIKIN ENGINEERING & CONSTRUCTION CORP., LTD. (TNS)

During September 2007 – December 2014 (7 years 3 months)

THAI NIPPON STEEL & SUMIKIN ENGINEERING & CONSTRUCTION CORP., LTD. (TNS) was established in 1987 by Nippon Steel Corporation (a worldwide leader in steel manufacturing and engineering), Nippon Steel Trading, and ItalThai Group (a Thai industrial conglomerate).

The core businesses of TNS are Front End Engineering Design (FEED) / Basic Engineering, Detailed Engineering, Fabrication Engineering, Procurement, Fabrication / Construction, Installation, Pre-commissioning, and Commissioning of Upstream and Downstream works including offshore facilities, onshore modules and so on.

TNS also provides offshore platform facilities maintenance & modification work services, offshore scaffolding services, offshore painting services and welding engineering services.

Successfully and Proud

- Salary increment with total 167% in 6 years based on performance.
- Proposal of Lead project engineer for Montara Project
- Handle all assigned project completely without pending matter.
- Travel aboard for FAT frequently.
- Company has been offered Offshore education scholarships.
- Direct collaborated with Client "PTTEP" site representative.

Reason for leaving

- Looking for nearby company
- Would like to receive the 1st package of Volunteer early retirement.

Project Bualuang Development Project - Bualuang Field Development Process &

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Utility Modules BLPMB (**Completed**)

Owner	Salamander Energy (Bualuang) Limited
Power Generation	3x2.75MW Crude/Diesel Generator and 3x2500kVA Power Transformer.
Role	Senior Electrical Engineer (Detailed Engineering for EPCIC Project)
Work Scope	The scope of work involves EPCIC detailed engineering, the experience involved preparation of specifications, design basis, datasheets, calculation, load list & power Balance, drawing and preparation of RFQs, TBEs and UPOs for the Electrical Packages i.e. Medium Voltage Switchgear, Low Voltage Switchgear, Power Transformer, Lighting&Small power transformer, UPS System, Distribution Boards, Navigational Aid System, Spilt air conditioning Units, ESP system etc.

Responsibility

- Responsible for production and submission of key electrical engineering deliverables (Sizing/Calculation, Datasheets, Specifications, Single Line Diagrams, Schematics, Cable Schedules, Interconnection diagram, Electrical Layout Drawings, Installation details, Power System Studies etc).
- Coordination and meeting with other disciplines to ensure technical interface with other disciplines as necessary.
- Preparation of Procurement Engineering documents e.g. RFQs, TBEs, MTOs, Evaluation of vendor offers, UPOs, Purchaser Requisition in SPM of Electrical Packages
- Assistance to Procurement department concerning technical aspects of equipment being procured.
- Review & check electrical installation details and electrical equipment layout in PDMS 3D model to provide optimize area for installation and check for clashes.
- Kick off meetings with vendor for electrical packages.
- Vendor Document Review and Comments for Electrical Packaged Equipments e.g. LV Switchgear, ESP System, Navigation Aids System, Lighting & Small Power Transformer, Distribution Boards, UPS.
- Discipline internal check (DIC) and Interdiscipline check (IDC) of engineering documents/drawings and vendor documents.
- Provide input data of Weight Control Report (WCR) for Electrical Equipments.
- Coordinate with Material Control to ensure successful inspection when receiving material at Fabrication yards and prepare Material receive discrepancy report (MRDR) if any.
- Assistance and Support Construction department concerning technical aspects and follow up punch list clearance for Electrical Discipline.
- Check and Review Final Vendor Document (MDR).
- Preparation of AS BUILT / Final documentation (Engineering Dossier).
- Coordinate punch lists at site prior to handover and offshore with the vendor and construction team.

Project	Bualuang Development Project Wellhead Platform Bravo BLWPB Jacket, Topsides and Bridge (Completed)
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Owner	Salamander Energy (Bualuang) Limited
Power Generation	1500 kVA Hired Generators
Role	Senior Electrical Engineer (Detailed Engineering for EPCIC Project)
Work Scope	The scope of work involves EPCIC detailed engineering, the experience involved preparation of specifications, design basis, datasheets, Calculation, Load List & Power Balance, Drawing and preparation of RFQs, TBEs and UPOs for the Electrical Packages i.e. Low Voltage Switchgear, Bus Duct, Lighting&Small power transformer, UPS System, Distribution Boards, Navigational Aid System, Spilt air conditioning Units, ESP system etc.

Responsibility

- Review FEED documents & drawings to preparation and submission of key electrical engineering deliverables e.g. Sizing/Calculation, Datasheets & Specifications (LV AC&DC Distribution Boards,

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Electrical Power & control Cable, Bulk Materials, LV Induction Motor, LV Switchgear & MCC, ESP system, Marine Navigation Aids, 24V DC UPS and Lighting), Electrical Design Basis, Single Line Diagrams, Schematics, Cable Schedules, Electrical Layout Drawings, Interconnection diagram, Installation details,

- Preparation of RFQs, TBEs, MTOs, UPOs, Evaluation of vendor offers, Purchaser Requisition (SPM) of Electrical Packages.
- Assistance to Procurement department concerning technical aspects of equipment being procured.
- Coordination and meetings with other disciplines to ensure technical interface with other disciplines as necessary.
- Discipline internal check (DIC) and Interdiscipline check (IDC) of engineering documents, drawings, and vendor documents.
- Kick off meetings with vendor for electrical packages.
- Vendor Document/Drawing Review and Comments for Electrical Packaged Equipments e.g. ESP System (Phase shift transformer, Variable Speed Drive, Step up transformer, MV Cable and HVJB), Navigation Aids System, Lighting & Small Power Transformer, 24V DC UPS System, Distribution Boards.
- Testing and Inspection of ESP system as Factory Acceptance Test (FAT) at GE Oil&Gas and Southwest Electric Transformer USA.
- Vendor Document Review for Mechanical Packages e.g. pump's motor and crane.
- Coordinate with Material Control to ensure successful inspection when receiving material at Fabrication yards and prepare Material receive discrepancy report (MRDR) if any.
- Check and Review Final Vendor Document (MDR).
- Provide input data of Weight Control Report (WCR) for Electrical Equipments.
- Assistance and Support Construction department concerning technical aspects and follow up punch list clearance for Electrical Discipline.
- Preparation of AS BUILT / Final documentation (Engineering Dossier).

Project Montara Development Project – WHP Replacement Deck **(Completed)**

Owner PTT Exploration and Production Public Company Limited.

Power Generation 1x60kW EDG

Role Electrical Engineer (Detailed Design Engineer for EPCIC Project)

Work Scope Provision of detailed design for the Montara wellhead platform deck. Design documents produced for the project will be updated to the "AS-BUILT" stage on completion and hand-over of the project including all vendor data that goes into platform deck design.

Responsibility

- Review FEED documents & drawings to preparation and submission of key electrical engineering deliverables e.g. Sizing/Calculation, Datasheets & Specifications (LV AC&DC Distribution Boards, Electrical Cable, Lighting & Small Power Socket Outlet, Earthing/Bonding, 24V DC UPS, Marine Navigational Aids, Helideck Lighting, Bulk Material, Heat tracing, 690V MCCB in Ex'd' Encl for Umbilical Termination Unit and Distribution Transformer), Single Line Diagrams, Schematics, Cable Schedules, Electrical Layout Drawings, Interconnection diagram, Installation details.
- Preparation of RFQs, TBEs, MTOs, UPOs, Evaluation of vendor offers, Purchaser Requisition (SPM) of Electrical Packages.
- Assistance to Procurement department concerning technical aspects of equipment being procured.
- Discipline internal check (DIC) and Interdiscipline check (IDC) of engineering documents, drawings, and vendor documents.
- Testing and Inspection of 24V DC UPS system and Navigation Aids System as Factory Acceptance Test (FAT) at Orga BV, Netherland.
- Coordination and meetings with other disciplines to ensure technical interface with other disciplines as necessary.
- Kick off meetings with vendor for electrical packages.

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- Vendor Document Review and Comments for Electrical Packaged Equipments e.g. Power Transformer, Navigation Aids System, Helideck Lighting system, Lighting & Small Power Transformer, Distribution Boards and UPS System etc.
- Coordinate with Material Control to ensure successful inspection when receiving material at Fabrication yards and prepare Material receive discrepancy report (MRDR) if any.
- Check and Review Final Vendor Document (MDR).
- Provide input data of Weight Control Report (WCR) for Electrical Equipments.
- Assistance and Support Construction department concerning technical aspects and follow up punch list clearance for Electrical Discipline.
- Preparation of AS BUILT / Final documentation (Engineering Dossier).

Project Bongkot Field Development Project Phase 3H/4A (**Completed**)

Owner PTT Exploration and Production Public Company Limited.

Power Generation TEG (2 x 500W)

Role Electrical Engineer (Detailed Design Engineer for EPCIC Project)

Work Scope Provide detailed design for the WP23-WP25 and WPS1-WPS6 Wellhead Platforms, connecting sea lines, brown field modification and top side tie-in work to the existing host platforms (WP7, WP11 and WP22). Design documents produced for the project will be updated to the "AS-BUILT" stage on completion and hand-over of the project including all vendor data that goes into platform design.

Responsibility

- Responsible for production and submission of key electrical engineering deliverables (Sizing/Calculation, Datasheets, Specifications, Single Line Diagrams, Schematics, Cable Schedules, Interconnection diagram, Electrical Layout Drawings, Installation details etc).
- Preparation of RFQs, TBES, UPOs, MTOs, Evaluation of vendor offers, Purchaser Requisition of Electrical Packages.
- Assistance to Procurement department concerning technical aspects of equipment being procured.
- Kick off meetings with vendor for electrical packages.
- Vendor Document Review and Comments for Electrical Packaged Equipments e.g. TEGs, Navigation Aids, Lighting & Small Power Transformer, Distribution Boards and Radar Beacon.
- Coordination and meetings with other disciplines to ensure technical interface with other disciplines as necessary.
- Discipline internal check (DIC) and Interdiscipline check (IDC) of documents, drawings, and vendor documents.
- Provide input data of Weight Control Report (WCR) for Electrical Equipments.
- Attendance of Factory Acceptance Test (FAT) at Cooper Crouse-Hinds GmbH (CEAG) Germany
- Coordinate with Material Control to ensure successful inspection when receiving material at Fabrication yards and prepare Material receive discrepancy report (MRDR) if any.
- Assistance and Support Construction department concerning technical aspects and follow up punch list clearance for Electrical Discipline.
- Check and Review Final Vendor Document (MDR).
- Involved to clearance punch list at Offshore for Handover Platform activities.
- Preparation of AS BUILT / Final documentation (Engineering Dossier).

Project Bongkot Field Development Project Phase 3F (**Completed**)

Scope of Work Provide detailed design for 3 Wellhead Platforms (WP18, WP19 & WP20)

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Owner PTT Exploration and Production Public Company Limited.

Position Electrical Engineer (Trainee Detailed Design Engineer)

Responsibility

- Carry out outstanding issues with vendor of various Electrical Package for CCVT system, LV AC&DC distribution boards, Rectifier & Batteries and Navigational aids system.
- Review vendor document/drawings and MDR. Follow up Punch point with Client.
- Production of AS BUILT documents, data sheet and drawings.

1st Company Name DANIELI FAR EAST Co., Ltd. (now Danieli Co., Ltd.)

June 2006 – August 2007 (1 year 2 months)

Danieli is one of the world's leading companies in the manufacture of steel plants. Danieli ranks among the three largest suppliers of plants and equipment to the metals industry, worldwide. The Danieli team's highly specialized division has the capability to provide customers with plants developed according to the EPC Engineering, Procurement and Construction formula, for overall turnkey responsibility.

Successfully and Proud

- Salary increment with total 38% in less than 1 year based on performance.
- Proposal of travel to abroad site, UAE

Reason for leaving

- Looking for construction job
- Would like more challenges.

Project GHC Rolling Mill Project **(Completed)**

Position Electrical CAD Operator and Drawing/MTO Checker

Responsibility

- Review FEED documents & drawings to prepare/design Lighting Layout, Cable Way Layout (indoor/outdoor), Electrical Equipment Layout (on field & inside electrical cabin) including Material Take Off (MTO) for procurement.
- Electrical and Instrument Cable Sizing Calculation, prepare cable schedule and Material Take Off (MTO) for procurement.
- Lighting Design Calculation.
- Support Electrical department's Italian management team for translation from English to Thai

Activities

2004-2006	A president of Burapha University Electrical Engineering Student Club, elected from the student.
2005	A chairman of Burapha University Engineering Student Council elected from the student.
2002-2003	Teacher assistant taught Electronics in Electronics Camp by NECTEC, department of Electrical Engineering, Burapha University
	Member of Entertainment group of Engineering faculty, Burapha University.
	Member of American Cheerleader group of Engineering faculty in Freshly Game, Burapha University.