

ABOUT ME

With a robust Bachelor's in Political Science, specializing in International Relations and Politics, I bring over 23 years of experience across 10 dynamic companies. My career is driven by a relentless pursuit of excellence and the aspiration to become an industry expert and a future CEO in an international company.

EDUCATION

BACHELOR OF POLITICAL SCIENCE

Ramkhamhaeng University / Thailand / 2006

- GPA 3.0/4

SKILLS

SALES

TEAM LEADERSHIP

TRAVEL PLANNING

NEGOTIATION

PROBLEM SOLVING

CREATIVITY

CUSTOMER SERVICE

VIP SERVICE


B2B AND B2C TOURISM BUSINESS MANAGEMENT


LANGUAGE


ENGLISH

PAPHAWICHAYA NOBU

GENERAL MANAGER

 Prawet, Bangkok, Thailand, Bangkok, 10250, Thailand

 0625673555

 saranyu7548@gmail.com

WORK EXPERIENCE

ABSOLUTE DMC CO., LTD.
Bangkok
Dec 2023 - Present

General Manager

- Co-founder and General Manager overseeing comprehensive aspects of company management, including sales, operations, accounting, and administration. Responsible for managing company website and social media presence.

DORAK HOLDING
Bangkok
Jan 2023 - Dec 2023

Regional Mice Manager

- Take over Mice department for turkey, europe & beyond.
- Co-operate & help our Asia offices for Mice business.
- Sales call with travel agents in Bangkok.
- Bidding & Won for MICE group of AIA Thailand to Paris for 1,800 paxs during November 2023 and also support & fixing problem helping operation team with Co-operated experiences and support AIA's both authorized travel agents for Paris trip.

LUXX TRAVEL DMC BY UNITHAI TRIP
Feb 2022 - Jun 2022

Sales Manager

- Responsible for sales management in the tourism business.

BESPOKE DESTINATION MANAGEMENT CO.,LTD.
Bangkok
Nov 2015 - Oct 2020

General Manager

- Co-founder and company management for corporates clients in Thailand (LG , Hitachi , AIS , Crown Property Bureau , King Power family). The company of trusted, passionate travel specialists who create customized luxury journeys to inspiring destinations. Our leadership team—which has more than 15 years combined experience in travel and event planning—will help you design the perfect Destination Management Program for your company. We will ask the right questions to learn about your objectives and company culture, then provide you with options for a customized, memorable trip that ensures your attendees experience each destination. We do this by utilizing unique, exclusive venues for events, planning creative and custom-designed tours and activities, creating imaginative themes, and procuring the finest luxury vehicles for transportation.
- Designed exclusive, memorable journeys for increased client satisfaction
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THAI TRAVEL INFO SERVICE

HOBBIES

LISTEN TO POP, ROCK, RAP/HIP
HOP, DRAMA/MOVIE
SOUNDTRACKS,PLAY
GAMES,OVERSEAS TRAVEL 2-3
TIMES A YEAR, DOMESTICALLY
ONCE A
MONTH,FOOTBALL,GUITAR

PERSONAL DETAILS

Date of birth
17 Feb 1983

Nationality
Thai

DRIVING LICENSE

Driving license category
Private car

Bangkok
Feb 2014 - Sep 2015

Sales Manager

- Operate & Develop team for Incentive Manage & Develop Outbound Department.
- Closed sales all income customers both leisure travel & incentive travel.
- Sales Call Top corporate companies in Thailand bring a company shining in a market.

HERMES WORLD
TRAVEL

Jan 2010 - Jan 2013

Managing Director

- Founder and Manage all department.
- Operating Asia wholesales Agents, especially Singapore & Hong Kong Specialist in B2B Selling.

LINASON TRAVEL

Bangkok
Jan 2006 - Jan 2010

Outbound Manager

- Re-branding from a domestic airtickets seller to Wholesales of Singapore, Hong Kong.
- Operate outbound department.

SINGLE LINE TRAVEL

Bangkok
Jan 2003 - Dec 2005

Sales Manager

- Start & develop outbound management for a company.
- Change a domestic tours company to be a wholesales for Singapore & Hong Kong.

AMBER AIR TRAVEL

Bangkok
Jan 2002 - Dec 2002

Sales Executive

- Sales company's product to travel agents in Bangkok both FIT & Group.

GLOBAL TOUR
MANAGEMENT
COMPANY (GTMC)

Jan 2000 - Dec 2001

Sales Executive

- Sales company's product (Land operator in Singapore) to travel agents in Bangkok.