



About Me

Dynamic and results-oriented sales professional with extensive experience in event organization and management.

Proven ability to build strong client relationships, drive sales growth, and deliver successful events. Eager to contribute my strategic thinking, communication skills, and passion for creative event solutions as a Sales Executive in the event management industry.

CONTACT



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danita.tntdn@gmail.com



Bangkok, Thailand

EDUCATION

2011 - 2014 Silpakorn University

Bachelor's Degree from Faculty of Management Sciences.

LANGUAGES

- Thai (Fluent)
- English (Basics)

REFERENCE

Ms. Apaporn Jinchotikul

Project Manager - Exhibition Organizer
N.C.C. Management and Development Co., Ltd.
Phone: +66 (0) 2229 3519
Email: apaporn.jin@nccexhibition.com

MS.DANITA THANANTHIDANAT

Senior Sales Executive

PROFESSIONAL EXPERIENCE

2022 - 2024

N.C.C. Management and Development Co., Ltd.
Senior Sales Executive

NCC

Strategic Client Management:

Led high-profile client accounts, building strong relationships with key decision-makers in corporate. Successfully expanded the company's client base by providing customized event solutions that met diverse client needs.

Event Sales Strategy:

Developed and implemented sales strategies that contributed to increase in revenue for large-scale events, including conferences, exhibitions, and private functions. Spearheaded the acquisition of major clients by leveraging market insights and strong negotiation skills.

Team Leadership:

Managed and mentored a team of junior sales representatives, fostering a culture of collaboration and continuous improvement. Facilitated regular training sessions focused on sales techniques, client engagement, and product knowledge.

2015 - 2022

Impact Exhibition Management Co., Ltd.
Sales Executive

**IMPACT
ORGANIZER**

New Business Development:

Proactively sourced new leads and built relationships with potential clients in various industries.

Client Relationship Building:

Engaged with clients to understand their specific event needs, from budget constraints to creative visions.

Sales and Event Coordination:

Collaborated with internal teams, including event planners, designers, and production staff, to deliver customized event solutions.

SKILLS

- Event Planning & Execution.
- Client Relationship Management.
- Sales & Business Development
- Marketing & Promotion
- Project Management
- Negotiation & Contracting