



Taewich Machima

BUSINESS DEVELOPMENT

Overview

- BD professional with a focus on key account management, client satisfaction, and sales growth in the exhibition and events industry
- Strong relationship builder with a track record of fostering connections with clients, stakeholders, and industry partners.

Essential Skills

Hard skills

- Computer literacy: MS Office, CRM tool (Salesforce), CAT tool (Trados), ERP
- Language: French, English

Soft skills

- Effective communication / negotiation
- Active listening
- Adaptability / flexibility
- Troubleshooting / problem-solving

Experience Highlights

BUSINESS DEVELOPMENT (INT'L SALES)

IMPACT

2024-Present

- Develop and manage a portfolio of key account
- Conduct exhibitors recruitment calls
- Coordinate pre-sales and post-sales activities
- Build new connections with sales agents and industry associations

EDTECH SOLUTION CONSULTANT

SpeeXX

2021-2024

- Approach targeted B2G / B2B customers
- Develop / manage a customer portfolio
- Coordinate pre-sales and post-sales follow up
- Liaise communication between customers and internal teams

PARALEGAL & CONSULTANT

Vovan Law Group

2020 - 2021

- Liaise between clients and firm's lawyers
- Draft / translate legal or business-related docs.
- Organize / manage files, documents, exhibits
- Perform legal research / correspondence
- Provide solutions, advice, analysis to client's business

CUSTOMER SERVICE LEAD

Gojek Thailand

2019 - 2020

- Supervise Customer Service unit throughout the shift
- Monitor team members' activities and performances
- Review / resolve complex escalations or direct them to relevant departments

CUSTOMER SERVICE AGENT

Thai Smile Airways

2014 - 2016

- Provide multi-functional airline ground services
- Administrate flight procedures & relevant aviation documents
- Coordinate with departments landside & airside

Education

KASETSART UNIVERSITY / MONTPELLIER UNIVERSITY (FRANCE)

Bachelor's Degree

2010 - 2014

- Bachelor of Arts in the French Language
- Awarded 1-semester scholarship at Montpellier Uni.
- In-depth learning of French communicational & professional skills, along with French economy, culture, trends, historical events & literary works

Contact Info

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