

RADEE (LYN) PHAERAKKAKIT

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EDUCATION

University of California, Irvine - The Paul Merage School of Business, Irvine, CA **06/2014**

Master of Business Administration

- President, International Business and Diversity Association
- VP of Volunteering, Challenge 4 Charity Club
- Tennis Competitive team player

King Mongkut's Institute of Technology Ladkrabang, Bangkok, Thailand **03/2009**

Bachelor of Engineering, Chemical Engineering

- President of Class 2009
- VP of Fundraising for Music Club

EXPERIENCE

SurgiCount Medical Inc., Irvine, CA **Summer 2013**

Supply Chain and Operations Summer Intern, full-time

Responsible for optimizing and improving internal process, creating customer-based documents, and supporting sales representatives.

- Decreased duplicate workflows by optimizing the use of Salesforce.com by generating online documents, storage, and e-mail alerts
- Designed document templates for higher efficient internal usages such as return-on-investment form, new business form, and joinder agreement
- Analyzed the total market by researching for particular industry and separating into assigned territories to identify every opportunities in the US

The Siam Refractory Industry Co., Ltd., Bangkok, Thailand **04/2009 – 06/2012**

Export Sales Engineer

Responsible for selling products globally to the cement, steel and aluminum industry for a subsidiary of SCG Co., Ltd, a 30,000 employee manufacturing plant.

- Increased market share by 10% of total export sales in various industries in U.S., Taiwan, South Africa, Australia and New Caledonia
- Achieved 30% year-on-year growth in foundry sales by introducing a strategy for taking a new product into the foundry. This included sending samples for a test run which provided a longer service life for the customer
- Improved customer accuracy of inventory by using historical data and forecasting the production plan, selling price, and inventory to reduce the average lead time from three months to 30-45 days
- Regained market share from lost market by collaborating with internal engineers to redesign and develop process for customer in Taiwan
- Recognized for implementing excellent performance for work ethic with above average salary raise and contributions to the organization

ADDITIONAL INFORMATION

- Languages: Thai, English
- SCG Co., Ltd Ambassador, SCG Co., Ltd Sustainability Program
- Thai Representative - Ministry of Social Development and Human Security Conference (Cambodia)
- Taught photography to blind children (Pict4All)