

NEDNAPHA SUJIN

Master's degree student at the University of Melbourne

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SUMMARY

Experienced professional with over 3+ years in diverse roles across leading organizations, specializing in driving transformative changes in data management and analytics. Possesses skills in project management, stakeholder engagement, and technical solution development, with a proven track record of successful project delivery and high client satisfaction. Hold a Bachelor of Science in Statistics from Chulalongkorn University and am currently enrolled in Master of Data Science program at the University of Melbourne.

WORK EXPERIENCES

Kasikornbank (Kbank) Public Company Limited

Thailand

Unit Manager - Enterprise Data Portfolio and Project Management (Apr 2024 - Dec 2024)

- Manage business demand inquiries and requirements, engaging key technical stakeholders to align needs with data solutions, with a focus on credit-related initiatives.
- Collaborate with a world-renowned consultancy to drive transformative changes within company's data team. Refinement of the operating model aimed to enhance use-case generation and execution.

Bluebik Group Public Company Limited

Thailand

Jan 2021 – Mar 2024

Senior Data Consultant (Jan 2023 - Mar 2024)

- Multinational retail company:
 - Collaborated closely with ERP advisory director to execute project's Proof of Concept (PoC), subsequently launching the project with them. Played a pivotal role in driving the project from initiation to 100% completion, ensuring seamless execution and successful delivery.
 - Crafted daily financial dashboards and reports utilizing PowerBI for CFO and management level, extracting data from SAP using SAP Data Intelligence (SAP DI) and translating business needs into technical logic through Google Cloud Platform (GCP) tools.
- Oil and retail company:
 - Worked closely with Bluebik's CTO and the client's board to establish Data Center of Excellence team (CoE), aimed at fostering a data-driven organizational culture.
 - Collaborated with the management consultant team to develop project proposals and successfully close deals, particularly focusing on Enterprise Data Governance initiatives.
- Energy resources and technologies company:
 - Translated client requirements into detailed Lakehouse design specifications and defined clear project deliverables and timelines. Additionally, presented the proposal, along with the team, to the technical client team, ensuring both clarity and alignment with project objectives.

Data Consultant (May 2021 - Dec 2022)

- Global Manufacturing Company:
 - Acted as Project Manager and led Data Warehouse & Mart design project (phase 1), crucially engaging with top management clients and managing their expectations.
 - Took charge of initiating proposals, pitching, and converting leads to projects (phase 2), providing consultation to the internal team.
 - Conducted over 50+ workshops across 11 business domains to gather business and technical requirements, conduct gap analyses, and formulate authorization matrices.
- Insurance Company:
 - Provided comprehensive business and technical support for the project, minimizing the risk of delays and ensuring timely completion. Assisted throughout the project lifecycle, from gathering requirements to developing Marts and generating reports for business's operation clients.

Data Consultant Intern (Jan 2021 - Apr 2021)

- Worked with director and senior manager to develop over 5+ project proposals spanning various requirements and industries.
- Supported the internal data science team in interpreting model results, identifying new real estate customer segments, and uncovering key insights to enhance business sales.

NPR Digital Partner

Thailand

Business Analyst - Contract (Aug - Oct 2023)

- Developed wireframes and UX storyboards for sales ERP modules, including Quotations, Cash Sales, Sales Orders, Sales Invoices, Deposits, and Sales Returns.
- Defined acceptance criteria for developers to ensure the successful implementation of the sales ERP solution.

Rabbit Care Broker Company Limited

Thailand

Business Development - Internship (Jun - Aug 2020)

- Collaborated with the director to explore new business opportunities within the insurance industry.
- Facilitated coordination between an internal marketing team and an outsourced vendor to introduce a 24-hour online chatbot service for insurance customers.
- Developed dynamic daily sales monitoring dashboards, effectively reducing the sales team's manual workload in report generation.

Chulalongkorn Business Administration Company (CBA)

Thailand

Category Executive - Internship (Feb - Aug 2019)

- As a member of 7-person team, generated 1.78 million baht in revenue during an 11-week sales operation, doubling the number of B2B deal closures compared to previous year.
- Developed and executed sales and marketing strategies, orchestrating multiple campaigns across online and offline channels.
- Conducted impactful sales and marketing training sessions, enhancing the performance of 20+ sales executives.

EDUCATION

2017 – 2020 Chulalongkorn University

Thailand

Bachelor of Science in Statistics, Faculty of Commerce and Accountancy, (GPAX: 3.17)

Present – 2026 University of Melbourne

Australia

Master of Data Science, Faculty of Science

BUSINESS AND TECHNOLOGY CASE COMPETITIONS

Jul – Aug 2023 **Bluebik Hackathon - Outstanding Proposal** Thailand

Nov 2020 – Feb 2021 **CaseIT International Case Competition - The Team Winner of University Campus** Thailand & Canada

Feb – May 2020 **Chulalongkorn Tech Start-Up Competition - The Second Runner-Up Team** Thailand

Feb – Apr 2020 **KPMG U-Real Case Competition - The Finalist Team** Thailand

COMPANY ACTIVITIES

Bluebik Social Committee: Planned and coordinated all company events, fostering colleague engagement and cultivating strong relationships within the organization.

TECHNICAL SKILLS

Programming Languages: SQL, DAX Power BI, Python, R, C++

Experienced Platforms: Power BI, Google Cloud Platform, Erwin Data Modeler, Tableau, Jira, Figma