

GILBRETH BROWN (GIL)

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Summary:

Tri-lingual international executive with 30 + years of progressive international business experience. Energetic self-starter and multi-national team builder. Navigates high-stress situations and achieves goals on time and under budget. Unique problem solving aptitude, can do attitude and follow thru capability achieved thru a strong background in high value added management consulting and project management. Top tier educational background, high communication standards and an unshakable commitment to lifelong learning. Comfortable in either established enterprises, or a startup environment (successful startup and sell experience). Able to travel freely internationally.

Experience:

- | | |
|---|----------------------|
| Country Manager Thailand
Auto-IT Australia – Bangkok, Thailand | Nov 2017 to Current |
| <ul style="list-style-type: none">• IT sales & marketing to (C-level) global automotive OEMs (retail, service, parts)• Started up operations (office, recruiting, training, support desk set up, total responsibility for all new staff and operations); conducted in Thai language.• Implemented new team onboarding programs to reduce training time 20%.• Local project management to support discovery and technical requirements gathering; 4 interface development projects & go lives• Manage installation and go live (16 sites, 200 + users); pilot & production• Post go live management (new development, support desk, new sites)• Assist technical trouble shooting, database and cloud environment support• Pre-sales management (conduct and manage) demos addressing key pains | |
| Senior Management Consultant - Automotive (Project based)
Deloitte Consulting – Bangkok , Thailand | Mar 2016 to Sep 2017 |
| <ul style="list-style-type: none">• Handled complex problems and issues by understanding root causes and implementing solutions (retail sales, logistics, target acquisitions)• Directed and coordinated work completed by junior consultants and other consultants (Tyre distribution and supply chain improvement design)• Managed, coordinated, and delivered projects to meet agreed timeframes and budget constraints. OEM retail operations benchmarking / improvement• Liaised with customers to determine needs and provide recommendations.• Developed compelling presentations to communicate Deloitte's value proposition to automotive clients. Consultative selling identifying key insights.• Prepared and presented tender proposals to C-level stakeholders | |
| Regional SEA enterprise IT sales manager
Pentana Solutions Australia – Bangkok , Bangkok | Sep 2014 to Jan 2016 |
| <ul style="list-style-type: none">• Regional south east Asia enterprise level sales & marketing of IT solutions & products (CBU distribution, parts exchange, retail DMS, electronic catalogs)• C-level presentations and sales activities to gain new clients and grow user base• Consultative selling by addressing key IT pain points and value propositions• Applied effective upselling techniques to increase per-sale revenues.• Interacted with teams in multiple languages and provided clarifications to C-level management | |
| Founder & CEO (start up and sell)
Premier Property Management Co., Ltd. – Bangkok , Thailand | Jun 2005 to Sep 2014 |
| Senior Pre-sales Consultant (Automotive)
SAP Asia Pacific – Bangkok , Bangkok | Aug 2001 to Dec 2004 |

Skills:

- Country wide sales budgeting and KPI management; excellent financial acumen
- Strong cross cultural and multi-lingual staff management
- Experienced financial analyst (previously with Wilshire Associates Los Angeles); extensive financial modeling skills (advanced Excel)
- Managerial aptitude, full responsibility taking and entrepreneurial thinking
- Strong ability to conceptualize and successfully implement new products & services to drive the top line while managing bottom line costs, thereby enhancing profitability

Education:

MBA (dean's list) , Business

Columbia Business School – New York

Master's of Science , Japanese business studies

Chaminade University – Honolulu Hawaii

Bachelor Science Business Administration

Boston University – Boston, MA

Non English Languages:

English: First Language

Thai:

Extremely Proficient / functional

Japanese :

Highly Proficient / functional

Continuing Education / Hobby Projects:

- | | |
|---|-----------------------|
| • PMP (Project Management Professional Certification) | In progress |
| • AWS Certified Cloud Practitioner | In progress |
| • FoodMoover.com (iOS / Android app and web control panel) | Live |
| • Python Code & Development | Beginner |
| • Stop Your Nail Biting! Permanently ISBN-13 978-1412023641 | Amazon.com |
| • Taco House (Pattaya) 417 reviews avg 4.7/ 5.0 | FB: @tacohousepattaya |

Work Experience > 20 years:

A.T. Kearney Singapore

Management Consultant - Automotive Division

(MBA - Columbia Business School)

AutoAlliance Thailand (project based) Bangkok, TH

Financial & Purchasing Analyst (Ford / Mazda JV)

MMC Sittpol Co., Ltd. Bangkok, Thailand (project based)

Logistics & export supply chain manager (Automotive)

Mitsubishi Motors Corporation, Tokyo Japan

Prototype parts buyer (Automotive OEM)

(MS Japanese Business Studies)

Wilshire Associates, Los Angeles CA

Financial Analyst (pension fund management)