

# GILBRETH BROWN (GIL)

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## Summary:

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Tri-lingual international executive with years of progressive automotive & technology business development and sales 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 and or relocate.

## Experience:

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### **Regional SEA Manager & Country Manager Thailand**

Nov 2017 to Current

**Auto-IT Australia** – Bangkok, Thailand

- IT sales & marketing to (C-level) global automotive OEMs (retail, service, parts)
- Start 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 .
- 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 commercial pain points

### **Senior Management Consultant - Automotive (Project based)**

Mar 2016 to Sep 2017

**Deloitte Consulting** – Bangkok , Thailand

- 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 manage**

Sep 2014 to Jan 2016

**Pentana Solutions Australia** – Bangkok , Bangkok

- 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 acquire new logos, clients and to grow the user base
- Consultative selling by addressing key IT pain points and value propositions
- Applied effective upselling techniques to increase per-sale revenues; highly proficient in Salesforce
- Interacted with teams in multiple languages and provided clarifications to C-level management

### **Founder & CEO (start up and sell)**

Jun 2005 to Sep 2014

**Premier Property Management Co., Ltd.** – Bangkok , Thailand

### **Senior Pre-sales Consultant (Automotive)**

Aug 2001 to Dec 2004

**SAP Asia Pacific** – Bangkok , Bangkok

## Skills:

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Leadership	Communication	Cross Border
<ul style="list-style-type: none"><li>Leads thru example</li><li>Is fair but accountable</li><li>Develops loyal teamwork</li><li>Thinks innovatively</li><li>Accepts responsibility</li><li>Is self-starting / self reliant</li></ul>	<ul style="list-style-type: none"><li>Listens actively</li><li>Affirms and reconfirms</li><li>Heads off misunderstandings</li><li>Quickly comprehends the the unspoken</li><li>Acts professionally</li></ul>	<ul style="list-style-type: none"><li>Shows high empathy</li><li>Acts multi-culturally</li><li>Is sensitive to varying ideologies &amp; cultures</li><li>Adaptable and resilient</li><li>Delivers results in unfamiliar environments</li></ul>

## Education:

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MBA (dean's list) , Business, Columbia Business School, NY

Master's of Science , Japanese business studies, Chaminade University

Bachelor Science Business Administration, Boston University

## Non English Languages:

**Native:** English

**Thai:** Very high proficiency (speaking, reading, writing)

**Japanese:** Very high proficiency (speaking, reading, writing)

## Continuing Education / Hobby Projects:

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<ul style="list-style-type: none"><li>PMP (Project Management Professional Certification)</li><li>AWS Certified Cloud Practitioner</li><li>Mobile app development (with web control panel)</li><li>Python Code &amp; Development</li><li>Stop Your Nail Biting! Permanently ISBN-13 978-1412023641</li><li>Taco House (Pattaya) 417 reviews avg 4.7/ 5.0</li></ul>	<p>In progress In progress In progress Beginner Amazon.com FB: @tacohousepattaya</p>
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## Work Experience > 20 years:

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### A.T. Kearney Singapore

Management Consultant - Automotive Division

Jun, 1999 - Jul, 2001

MBA - Columbia Business School

Jan, 1998 May, 1999

### AutoAlliance Thailand (project based) Bangkok, TH

Financial & Purchasing Analyst (Ford / Mazda JV)

Jan, 1996 - Dec, 1998

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

Logistics & export supply chain manager (Automotive)

Nov, 1994 - Dec, 1995

### Mitsubishi Motors Corporation, Tokyo Japan

Prototype parts buyer (Automotive OEM)

Nov, 1991 - Oct, 1994

MS Japanese Business Studies

Oct, 1990 - Sep, 1991

### Wilshire Associates, Los Angeles CA

Financial Analyst (pension fund management)

Jun, 1988 - Sep, 1990