

A PROFESSIONAL DEVELOPMENT PROGRAM:

# EXCEL FOR SALES & MARKETING

16 AUGUST 2019



Register only **4,900 THB** per person  
(early-bird)  
Special Offer! Register 3 Get 1 Free!

## Program Highlights:

- This Microsoft Excel for Sales & Marketing training program will help you learn how to utilize the tools in Excel to manage your business. The Excel tools will include Excel Pivot Tables, Excel Functions, and Graphs.
- You will be able to harness the power of Excel and use it for managing your business more effectively. Working files and exercises are included in the program which will allow you to follow along the lessons.
- *This program is designed for users that already have a general working knowledge of Microsoft Excel.*

Learn how to use Excel effectively in your business with an intensified Excel training program for business users.

Program content will include:

- Data Analysis with Excel Pivot Tables & Pivot Table Techniques
- Developing sales or marketing dashboard
- Excel Tips
- Developing Sales & marketing templates with Excel
- Linking a graph in PowerPoint to the Excel data

*Included in the program*

- Examples of Sales / marketing dashboard / template



## Who Should Attend;

BU Manager, Head of Sales, Head of Marketing, Sales Manager, Marketing Manager, Product Manager

## Available Training Session;

- 16 August 2019 (1-day program)

## Training Venue;

- TBC

## Training Fees;

- PReMA Member 7,900 Baht / person
- Non-PReMA member 9,900 Baht / person
- **Early-bird registration (PReMA member only) 4,900 Baht / person**  
(Registration with payment before 26 July 2019)  
**Special Offer! Register 3 Get 1 Free!**

## Registration & Contact Information

Please send your complete application to

[panniporn@prema.or.th](mailto:panniporn@prema.or.th)

For more information, please call Panniporn at 02-619 0232-6 Ext. 32 or email to [panniporn@prema.or.th](mailto:panniporn@prema.or.th)



## Trainer Profile;

### Dr. Viroj Thipviboonchai, D.M.

#### QUALIFICATION HIGHLIGHTS:

- Doctor of Management with concentration in Business Management, MBA, B.Sc. (Physical Therapy)
- 25 years of experience in pharmaceutical and healthcare industry with 17 years in managerial level

#### PROFESSIONAL MEMBERSHIP:

- Chairman of Pharma Professional Development Task Force (PPDTF), PReMA

#### PROFESSIONAL EXPERIENCES:

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>• Assistant General Manager, Sales &amp; Marketing Excellence</li> <li>• Senior Executive Manager, Sales &amp; Marketing Excellence</li> <li>• Business Unit Manager</li> <li>• Sales &amp; Marketing Effectiveness Manager</li> <li>• Sales Force Effectiveness Manager</li> <li>• Marketing &amp; Sales Effectiveness Manager</li> <li>• Sales &amp; Marketing Effectiveness Manager</li> <li>• Sales Force Effectiveness Manager</li> </ul> | <ul style="list-style-type: none"> <li>DKSH (THAILAND) LIMITED</li> <li>DKSH (THAILAND) LIMITED</li> <li>DKSH (THAILAND) LIMITED</li> <li>DKSH (THAILAND) LIMITED</li> <li>DKSH (THAILAND) LIMITED</li> <li>MSD (THAILAND) LTD.</li> <li>PHARMALINK</li> <li>GLAXOSMITHKLINE (THAILAND) LTD.</li> </ul> |
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#### PROFESSIONAL CERTIFICATION:

- Certified Practitioner, MBTI® Step I and Step II
- Certified Practitioner, FIRO-B® and FIRO Business™ instruments
- Certified Practitioner, MBTI Master Class Series: Type and Change, Type and Coaching
- Certified Practitioner, Neuro Linguistic Programming (NLP), NLP Coaching, Time Line Therapy™
- Gallup-Certified Strengths Coach
- ICF Credential: Associate Certified Coach (ACC)