

Tewan Pothibutt

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PROFESSIONAL SUMMARY

GTM / Account Management leader with 14+ years in enterprise software, cloud, and analytics solutions. Consultative, outcome-driven seller across SMB and mid-market accounts; consistently exceeded quota—186% (2022), 120% (2023), and 112% by mid-2024—and earned Oracle Club recognition (Global Top 10 seller).

KEY STRENGTHS

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|------------------------------------|---|
| • GTM & Territory Planning | • Account Management (SMB/Mid-Market) |
| • Pipeline & Forecasting | • Consultative / Value-Based Selling |
| • Multi-Stakeholder Deal Execution | • Partner-Led Selling (Resellers/Cloud) |
| • Discovery & Requirements Mapping | • Negotiation / Closing |

PROFESSIONAL EXPERIENCE

Territory Sales Manager | Oracle Corporation (Thailand) — 2019–2025

- Owned Oracle SMB territory (~2,100 accounts); sold Oracle Analytics Cloud, Oracle PaaS, and Oracle Database licenses.
- Exceeded quota: 186% (2022; Oracle Club Achiever), 120% (2023), and 112% of quota by mid-2024.
- Built territory business plans and pipeline strategy; multi-threaded stakeholders across IT and business teams.
- Led end-to-end sales cycles (discovery → solution positioning → negotiation → close) with strong post-sale handoff.

Sales Manager | Cloud Kinetics — 2018–2019

- Led Thailand market development; collaborated with AWS, Azure, and Google Cloud on joint opportunities.
- Prospected, qualified, and advanced opportunities through the funnel; translated requirements into solution + commercial proposals.

Sales Manager | MDS Pacific — 2017–2018

- Built pipeline by targeting accounts, engaging stakeholders, and delivering solution proposals and presentations.
- Executed deals end-to-end to achieve revenue targets; adjusted focus using market and customer intent signals.

Business Development Manager | Ingram Micro Thailand — 2016

- Developed projects with resellers, vendors, and end-users; aligned messaging and go-to-market execution.
- Matched products/solutions to customer requirements; partnered with marketing on campaign experiments (including A/B tests).

Earlier Experience

Software Sales Manager (SAP Business One) — Netsys & Computer (2015) | Advisory Technical Consultant (IBM solutions) — MITS Company Limited (2011–2014) | Software Engineer (Java web apps) — Motif Technology (2009–2011).

EDUCATION

Pace University — M.S. in Data Science | New York, NY | Expected December 2026

King Mongkut's Institute of Technology Ladkrabang — B.S. in Computer Science | 2009

CERTIFICATIONS & AWARDS

- Oracle Certification AI (OCI 2023); Oracle Cloud Infrastructure Foundation (2020); Oracle Cloud Infrastructure Architect (2020).
- Oracle Club Achiever (Global Top 10 seller; 186% quota attainment in 2022); FY23 & FY25 Quota Achiever (JAPAC).