



INTERNSHIP EXPERIENCES

SAINAM SIRIKIJ

ORGANIZATION: BOON RAWD BREWERY

DEPARTMENT: SUPPLY CHAIN

POSITION: TRAINEE OF SALES AND ACCOUNT MANAGEMENT



I registered for the Sales team in Boon Rawd which has little to do with International Relations and Global Affairs. However, I brought all the lessons I've learned in MUIC and my potential in communication to adapt with my internship as much as I can. In the Supply Chain department, we sell all goods related to logistics so I usually search for possible clients who would be interested in buying our products like Fleet card, long term car rental, car insurance, etc. On a weekly basis, I look up on the internet for companies that have their businesses dealing with lots of cars. I am expected to record their contacts for at least 200 companies per week. After the first week, my supervisor had me call my first ten companies.

I was very excited and nervous because I'm scared I would not be able to answer some hard questions from the customers. Nevertheless, It all went well. Some customers are not interested in our products but many of them also gave me their additional contacts so I can send them more information about the product they're interested in. In this working field, Microsoft Excels skills are very important because everything must be recorded but I only know basic skills. Therefore, I'm improving my excel skills everyday so that I can be as helpful as I can to the company. After three weeks in Boon Rawd Supply Chain department, I'm quite satisfied with everything here. There are more things I need to improve but I'm also getting used to it day by day. Working hours are perfectly fine for me.

