

MARYJE VIRAY OCAMPO

PERSONAL PROFILE

Experience in IT technologies, Cybersecurity with business knowledge for 8 years.

To seek a position which would help me utilize my knowledge, skills and to make positive contribution to the organization.

SKILLS

- Team Leadership
- Project Management
- Customer Support
- Presentation Skills
- Communication Skills
- Analytical Skills
- Web Development with CMS
- Mobile Device Management
- Mobile Security
- Cloud/SaaS Solutions
- Sales Force Automation
- Distributor Management System
- Microsoft Office
- Network Configuration
- Windows, MacOS, Ubuntu, Linux
- Active Directory
- Android, IOS
- Cybersecurity
- Network Security
- Privilege Access Management
- Desktop Management
- Privacy Management Software
- Knowledge about Thailand Personal Data Protection Act.
- Cloud Contact Center Solutions

GET IN TOUCH

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WORK EXPERIENCE

TECHNICAL CONSULTANT

NAT Absolute Technologies PCL. | 11/2023 - Present

- Work closely with the sales team, and provide technical consultancy to clients, focusing on cybersecurity, network security, data center infrastructure and IT solution.
- Work with Account Manager (Sales) to propose solutions and align with account strategy.
- Provide solutions to meet customer's expectation in several method such as term of requirements, proposal, demo, presentation, etc.
- Research, prepare, evaluate and prepare Proof of Concept solutions to clients.
- Develop strong relationships with sales team, solution provider & partners.

TECHNICAL SPECIALIST (Cybersecurity)

SiS Distribution (Thailand) PCL. | 04/2021 - 10/2023

- Obtain, translate customer requirements, design and recommend solutions based on major IT infrastructure & Securities.
- Facilitate long-term customer relationships through the delivery of technical solutions to customer.
- Maintain technology expertise & currency in Technical Solutions by training, conducting seminars/webinars and certifications.
- Participate in prospective customer meetings, presentations, conference calls and web conference.
- Coordinates closely with project management, internal sales, sales support, and professional service to align solution design with customers' business requirements.
- Perform detail of technical specialist tasks, which consists of solution design, create BOM (Bill of Materials), Lab testing, POC (Proof of Concept), demonstration, specification compliance, RFPs and BOQs etc.
- Maintain professional communication with internal and external customers.
- Communicate with vendors for business & technical requirements.
- Provide professional services for installation, configuration, maintenance and troubleshoot for enterprise customers.

CERTIFICATES & TRAININGS

- Automation Training - Singapore
- Sales Force Automation - India
- Google Android Enterprise Expert Program
- MECPP Manage Engine Desktop Central Certificate
- MECPP ManageEngine OpManager Certificate
- Securiti Fundamentals Training
- Securiti PrivacyOps Certification
- OneTrust Professional Track Certification
- OneTrust Expert Certification Program
- Delinea International Pre-Sales Sales Engineer
- Delinea Secret Server Associate
- Delinea Secret Server Engineer Certification - Singapore
- Intensive Cybersecurity Capacity Building Program by Thailand
- National Cyber Security Agency
- EC-Council Certified Security Specialist
- CompTia Security+
- Genesys Cloud Certified Partner

LANGUAGES

- ENGLISH
Native or Bilingual Proficiency
- THAI
Native or Bilingual Proficiency
- TAGALOG
Native or Bilingual Proficiency
- JAPANESE
Elementary Proficiency

BUSINESS SOLUTION, TEAM LEAD DATABAR CO.,LTD | 01/2020 - 03/2021

- Find Solution, Innovations, Technologies solutions for company.
- Contact & negotiate partners for business partnership.
- Work as a 1st Tier Support to support end users for Sales Force Automation & Distributor Management System.
- Coordinate with management to understand business problems and develop effective solutions.
- Provide post-deployment support to customers.
- Analyze and escalate issues to vendors.
- Educate Sales Team, other departments all company's solutions/products.
- Demo / Proof of concept until testing by product and solution.
- Effectively lead and grow team through coaching, guidance, training etc.

PRESALE ENGINEER/IT CONSULTANT/SOLUTION ENGINEER DATABAR CO.,LTD | 09/2017 - 12/2019

- Pre/Post sales support
- Work closely with inside sales reps to define sales strategies and close deals.
- Deeply engage with high potential customers as well as our direct, channel and carrier partner sales teams to help them understand the robust technical capabilities and help develop their solutions.
- Focus on Samsung enterprise mobility solutions, Samsung KNOX, MDM, barcode devices & complementary solutions, Automation.
- Demo / Proof of concept by product and solution.

SYSTEM ENGINEER ESP CO.,LTD, Tokyo, Japan | 12/2016 - 06/2017

- Assigned to ESP Co.,LTD Tokyo, Japan under DASSAULT SYSTEMES.
- Assigned in Honda R&D to manage, test and maintain PLM (ProductLifecycle Management) Software. It is called ENOVIA using JAVA,Apache, TomEE, Oracle.

SYSTEM ENGINEER ESP CO.,LTD, Bangkok, Thailand | 08/2016 - 11/2016

- Trained and worked as a System Engineer.
- Look after internal computer system.
- Installing and configure programs/software.
- Create Web Application for Company's Knowledge based.

EDUCATION HISTORY

ASSUMPTION UNIVERSITY OF THAILAND | 2012 – 2016, GPA. 3.09
Bachelor of Engineering in Computer and Network

MAINE HIGH SCHOOL EQUIVALENCY DIPLOMA, USA | 2012
General Education Development Testing Service of the American Council on Education

OUR LADY OF PERPETUAL HELP SCHOOL, BANGKOK, THAILAND | 2007 – 2011
Science and Mathematics