Chantamas Chatraporn

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90% repeat-order rate · 5+ yrs pharma & medtech industry

Summary

Business development professional with more than five years in pharma and medtech building pipeline, sourcing partners and licensing candidates, and expanding channels across regulated and consumer-facing markets. Translates market analysis and feasibility work into commercial go/no-go decisions, negotiating contracts and pricing across product, regulatory, finance, and commercial teams. Opened a first B2C channel from scratch, sustained a 90% repeat-order retention rate, and sourced international manufacturing partners. PMP certified. Relocated to Toronto in 2024 to complete an M.S. in Project Management at Northeastern University (2026).

Pharmaceutical & Medical Device Experience

Business Development & Online Marketing Manager Aug 2022 – Oct 2023
Winnergy Medical PCL (WINMED) Bangkok, Thailand

- Opened the company's first B2C channel from scratch, securing distribution with four modern-trade drugstore chains (piloted in ~5 stores each, expanding as sales grew) and launching a licensed 10+ SKU feminine-care line.
- Owned ongoing customer success across 4 drugstore chains and clinic accounts, sustaining a 90% repeat-order rate through data-driven retention plays.
- Partnered with finance on feasibility and P&L analysis for pipeline-expansion decisions, set the price point for the AVA self-test kit line (HPV/STI), and built the sales forecast and team incentive structure.

Business Development Executive Apr 2019 – Oct 2021
LG Chem Life Science (Thailand) Ltd. *(life-sciences arm of the Korean multinational)* Bangkok, Thailand

- Co-negotiated 2 licensing agreements (1 in-licensing, 1 out-licensing) and sourced international manufacturing and supplier partners, negotiating contracts and pricing aligned to brand objectives across pharmaceuticals, vaccines, and aesthetics.
- Built feasibility and P&L analyses for 5 prospective products, informing go/no-go decisions on expanding the pipeline into new therapy areas, including orphan drugs.
- Coordinated cross-functional execution across sales, marketing, regulatory, and operations; tracked pipeline KPIs in monthly and quarterly reviews.

Senior Project Specialist, New Product Development Jul 2017 – Mar 2019
Thai Otsuka Pharmaceutical Co., Ltd. *(Thai arm of the Japanese multinational)* Bangkok, Thailand

- Conducted domestic clinical research and built the feasibility and P&L analysis that informed board decisions on licensing IV-solution and parenteral-nutrition products from the wider Otsuka Group into the Thai infusion-therapy market.

Volunteer & Community

Public Relations Intern May 2026 – Present
Thai Festival Toronto Foundation Toronto, ON

- Coordinated partnerships with the Royal Thai Embassy, Tourism Authority of Thailand, Air Canada, and Minor International to secure sponsorships and cultural collaborations.
- Lead media and influencer outreach for Thai Festival Toronto 2026, a two-day cultural event marking the 65th anniversary of Thailand–Canada diplomatic relations, targeting 20,000+ attendees and 150,000+ impressions.

Education

Northeastern University 2024 – 2026
M.S. Project Management Toronto, Canada
Concentration: Project Business Analysis · GPA 3.9 / 4.0 · Capstone: innovation project for a tech startup client · Project Management Professional (PMP) certified

Chulalongkorn University 2011 – 2017
Doctor of Pharmacy Bangkok, Thailand

Skills

Business Development & Partnerships: Partner sourcing & negotiation, Channel development, Account management & retention, Contract negotiation, Market entry & expansion, Pipeline development
Strategy & Commercial Operations: Market & competitive intelligence, Go-to-market planning, Feasibility & P&L analysis, Licensing (in-licensing / out-licensing), Cross-functional execution, Executive briefings
Tools: Salesforce, IQVIA, Power BI, PowerPoint, Excel & Google Sheets (advanced), AI tools (ChatGPT, Claude Code)
Certifications: Project Management Professional (PMP)

Languages

Thai (native) English (fluent)