



# Michael KARIM

## PERSONAL INFORMATION

---

**Address :** 1 La Cascade Condominium , Ekkamai soi 10 ,  
Klong Toey , Wattana , Sukhumvit road , Bangkok 10110 Thailand

**Mobile :** + 66873534017

**Email :** karim.sirmike@gmail.com

**Nationality :** Belgian

**Date of Birth :** 21/11/1987 Ixelles , Belgium

**Languages:** Native in French, fluent in English , Thai(writing and speaking) and fluent Dutch

**Driving licenses :** Thai driving license

**Current visa type :** ED

**Marital status :** engaged

## OBJECTIVE

---

I am looking for new challenges as project manager or marketing and sales director in automotive industry or in technological industries . I have been studying at Chulalongkorn University for two years and staying in Thailand for the last years . I have got international experience about B2B , B2C and B2G in Belgium , Germany ,The Netherlands , France and Asia

## EXPERIENCE

---

[2010 - Today] SMG BVBA ( Trading house ) Brussels BELGIUM

Manager

- Turnover of 4 -5 million USD and employing 8 person
- Technical consultant to various international government tenders in Europe and South Asia
- Working partner Sales representative for European companies (ABC, Kooiman , Terberg,...) , customers relationship , responsible for acquiring new customers and daily trading work .
- Pre and Post shipment inspection for several types of trucks (water trucks, fuel bowser, sewerage trucks )

[2014-2015] AGC Glass Europe NV SA Zeebrugge BELGIUM

- Turnover of AGC Glass is 5 billion Euro and employing around 8400 people accross 100 locations
- Sales engineer , Responsible for Technical and Commercial side , B2B market , finding new customers , meeting suppliers in Germany , France, The Netherlands

[2011- 2014] D'Ieteren SA NV Brussels BELGIUM

- Turnover of D'Ieteren around 5.4 Billion Euro and employing 25,000 people
- Technical advisor WECARE (VW, AUDI, Seat ,...),long term maintenance contract from 30,000 to 300,000 km for a period of time from 3 to 12 years

- Dealing with diesel engine EA189 mainly issues such as Turbocharger,EGR valve ,and other auxiliaries
- Reporting back to VW headquarter for each issue and making recommendations for new design

[2011] AFEM SA NV Brussels BELGIUM

- Internship : Sales consulting , Auditing ,Customers relations

[2007] Anglo Belgian Cooperation NV SA Gent BELGIUM

- Turnover of over 200 million Euro and employing 100 people
- Internship in the workshop

## **EDUCATION**

---

[2015-2017]

Chulalongkorn university Thailand – Warwick University UK

- Master in science ( Engineering Business Management) , 14 modules in total ( Business strategy and Strategic management, Innovation ,Logistics & Operations management , Strategic Marketing , Transport techniques and management ,Establishing a new business ....)
- 2015 : Industrial Engineering for Business Improvement module Poly U HK , 2016 : Operation Strategy for Industry module Warwick University UK
- Thesis : Implementation of charging stations for Electrical Vehicle in Thailand

[2008-2012 ]

ECAM Institute of Technology Brussels Belgium ( Top Belgian Engineering school )

- Bachelor in Science ( Electro Mechanical Engineering ), (Strength of materials , Mechanical devices , Chemistry ,Auto CAD , electronics , electrical machines , measurements )
- Internship at AFEM Brussels Belgium . Visit of VW group assembly plant Brussels, Opel assembly plant

[1999-2005 ]

ISND High school Anderlecht Brussels BELGIUM

## **Professionnal Qualifications :**

---

Softwares use :

- Microsoft Office: Excel(intermediate level) ,Word (expert level),Power Point(intermediate level )
- Auto CAD (2D and 3D) (expert level )

## **Interests :**

---

Cars, motorbikes , traveling ,museum, water sports ,nature

## **References**

---

Mr. Anil Gurnani ,SMG Senior Advisor Rue de la Presse 4 , 1000 Brussels BELGIUM Mobile : +32 477 400 190

Professor Dr. Dhuyanon N. Ratanakuakangwan Deputy Director , Faculty of engineering Chulalongkorn University Bangkok Thailand Tel : 02 218 6804 | Mobile : 086 757 714