

# Phongsakorn Pakkhemayang (Peach)

SOLUTION BUILDER · TECHNICAL PRESALE & CONSULTANT

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Solution builder with six years across system analysis, development, technical leadership and presales. OutSystems Architecture Specialist. I translate business problems into practical architectures, prove them with working PoCs, and lead teams to deliver them.

## EXPERIENCE

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### Technical Presale & Consultant

Jan 2026 – now

iPassion Co., Ltd.

Discovery, TOR analysis, architecture and effort estimation for clients across agriculture, logistics, retail, energy, manufacturing and the public sector

Proposals, demos and proofs of concept, often built before the proposal

Product Owner of an enterprise AI Portal

### OutSystems Technical Lead / Solution Delivery

Jan 2025 – Mar 2026

iPassion Co., Ltd.

Led the full SDLC from requirements to implementation

Reusable API log component: margin up over 40%, issue resolution down over 60%

Trainer and mentor for developers, interns and customers

### Senior OutSystems Developer / Solution Delivery

Jan 2023 – Dec 2024

iPassion Co., Ltd.

Tech Lead, BA and SA across enterprise projects

Traditional-to-Reactive modernization

Agile delivery and partner consulting

### System Analyst and Developer

Jul 2020 – Dec 2022

Fujikura Electronics (Thailand) Co., Ltd.

Web, Android and UWP apps with ASP.NET, Xamarin and OutSystems

.NET Core APIs on Oracle

Consultant and trainer for OutSystems and IoT projects

### Plant Engineer Intern

May – Jul 2019

Fujikura Electronics (Thailand) Co., Ltd.

IoT monitor for earth-leakage current on SMT machine panels

## SELECTED WORK

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**Field Inspector** · Agriculture · seed R&D — Model refinement raised precision from 0.67 to 0.83 on the evaluation set.

**Sack Detection** · Logistics · fumigation services — The lightweight model reached mAP50 0.90 at 3.1 ms per image on the edge device.

**AI Certificate Automation** · Logistics · export fumigation — The PoC was working before the proposal was written.

**Integrated Business Operations** · Agriculture · palm seedling nursery — A roadmap the client can buy one phase at a time.

**Point of Sale for Herbal Pharmacy** · Retail · Thai-Chinese herbal pharmacy chain — One core, configured per branch, for a growing chain.

**Low-code to Pro-code** · Manufacturing · agricultural machinery — 3,218 of 3,219 flow nodes recovered; 99.1% ready to code without opening ODC; about 3 seconds per app.

**Employee Expense Platform** · Energy — A clear vendor comparison against every AI clause in the TOR, with the cost of each option side by side.

**DocHub Document Control** · Industrial company — A working demo for each option, so the client could choose by seeing.

**Data & Impact Platform** · Corporate social foundation — Delivery plans and priced options the client could compare line by line.

SKILLS

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**Solutioning:** Presales & proposals, TOR analysis, Effort estimation, Solution architecture, PoC building, Client demos

**Platforms:** OutSystems 11 & ODC, .NET / ASP.NET / .NET Core, Xamarin.Forms, React & PWA, Node.js, Azure · AWS

**Data & integration:** SQL Server, Oracle PL/SQL, PostgreSQL, REST APIs, ERP integration (SAP and others)

**AI:** Computer vision (YOLO), Edge AI (Raspberry Pi, Hailo), Document AI & OCR, LLM platforms (Dify, LiteLLM, Langfuse), n8n automation, Claude Code

**Hardware roots:** IoT, Node-RED, Arduino & Raspberry Pi, Image processing, PCB design

**People:** Tech lead, Business & system analysis, Agile delivery, Training & mentoring

Thai (native) · English (conversational)

CERTIFICATES

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Architecture Specialist (OutSystems 11) · OutSystems, Jul 2024

OutSystems Architecture Fast Track · OutSystems · ITUP, Jun 2024

Associate Tech Lead (OutSystems 11) · OutSystems, Jul 2023

Associate Reactive Developer (OutSystems 11) · OutSystems, Dec 2021

AI Service Deployment on AI for Thai · NECTEC · NSTDA, Aug 2026

AI Thailand Benchmark Platform · NECTEC · NSTDA, Aug 2026

The Rising Star Achievement Award · iPassion, Oct 2023

Introduction to Data Analytics and Big Data · Chula MOOC, Jul 2018

EDUCATION

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**B.Eng. Electronic and Computer System Engineering** · Silpakorn University, Sanam Chandra Palace, 2016 – 2020

Second-class honours · Thesis: Applications of Evolutionary Computation for Deep Learning

**Mathematics and Science programme** · Phothawatthanasenee School, 2013 – 2015

Academic excellence