



# THI LAN ANH NGUYEN

BACKGROUND

## Experience

● 2019 - Present

### INTERTEK GROUP PLC

BUSINESS DEVELOPMENT EXECUTIVE, Hanoi

- Lead to sell and consult Intertek's testing services within assigned territory - Northern Vietnam.
- Build up to do effective client research, prospecting, advising clients and networking.
- Collaborate with other departments to source and share client contacts and leads.
- Participate in creating and setting sales goals.
- Lead to Corporate with Marketing team to plan for regional tradeshow, regional marketing efforts, association.

● 2018 - 2019

### NITTO DENKO CORPORATION

INTERNATIONAL BUSINESS LEADER, Hanoi

- Managed directly (L) customers to vendors of SAMSUNG and LG company.
- Led the Korean team on doing business with potential customers to expand income and sales results.
- Made sales result in quarterly reports for the global meeting in a year.
- Build up to participate in the training and management staff.
- Coordinate effectively with engineers and manufactures to incorporate recommendations into product development.

● 2015 - 2018

### SENDA HONG KONG INTERNATIONAL LIMITED COMPANY

INTERNATIONAL BUSINESS EXECUTIVE, Hanoi

- Lead to do business on garment products with Japanese, Euro and U.S markets.
- Lead the development of the International sales strategy and sales plans with key customers under corporate goals.
- Manage and build a relationship with foreign customers to deliver annual sales and profit targets in international markets and establishes short and long-term sales goals.
- Collaborate cross-functionally with brand marketing, manufacture to help define go to market strategies.

## EDUCATION

### Academy of Policy and Development (2010-2014)



Economic Development Planning

## COMPETENCES

### IELTS 6.5



International English Language Testing System

## CONTACT



Hanoi



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