

## CANDIDATE PROFILE

### PERSONAL DETAILS

Candidate Name: **DINH TRỌNG QUANG**

Date of Birth: May 17<sup>th</sup>, 1972

Address: 173/4A Phan Huy Ich Street, Ward 15, Tân Bình Dist, HCMC

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### CAREER SUMMARY

<b>Aug 1<sup>st</sup>, 2020 – Present</b>	<b>Consulting Singapore Group</b> Business Development Manager
<b>Dec 2019- May 2020</b>	<b>Anti-Fragility Health Clinic from USA</b> Sales Director ( Freelancer Director)
<b>Feb 2018- Dec 2019</b>	<b>VIB International Bank</b> Premier Banking Team Manager
<b>01<sup>st</sup> Dec 2015 – 5<sup>th</sup> Dec 2017</b>	<b>Oktava Ltd., Co</b> Merchandising Leader
<b>Aug 2011 – Nov 2014</b>	<b>Mekong Development Joint Stock Commercial Bank</b> SME Senior Relationship Manager
<b>July 2008 - July 2011</b>	<b>Standard Chartered Bank – Ho Chi Minh City Branch</b> Priority Senior Relationship Manager
<b>Feb 2005 – May 2008</b>	<b>Itochu Corporate (Japan) Ho Chi Minh</b> Senior Merchandiser
<b>Feb 2000 – May 2004</b>	<b>Li &amp; Fung (HK Group) – Ho Chi Minh</b> Senior Merchandiser
<b>May 1966 – Dec 1999</b>	<b>Klaus Steilmann (HK Group) – Ho Chi Minh</b> Senior Merchandiser

### PROFESSIONAL EXPERIENCE

<b>Aug 1<sup>st</sup>, 2020 – Present</b>	<b>Consulting Singapore Group</b> Business Development Manager
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#### ❖ Duties:

- ✓ Making the strategy of sales & marketing

- ✓ Making trend how to use the company products and services
- ✓ Deliver Investors to Singapore for Corporate & Private 's investment
- ✓ Training and evaluating the sales performance
- ✓ Working with all team for seminars and workshop to clients

**Dec 2019- May 2020**

**Anti-Fragility Health Clinic from USA**

Sales Director ( Freelancer Director)

❖ **Duties:**

- ✓ Making the strategy of sales & marketing
- ✓ Educating the products' service and benefits to clients
- ✓ Making trend how to use the company products and services
- ✓ Training sales & marketing staffs how to talk and show up the strong points of products
- ✓ Leading sales team how to sell the product and hit the target
- ✓ Training and evaluating the sales performance
- ✓ Working with all team for seminars and workshop to clients
- ✓ Working with marketing , merchandising, other team for seminar operation

**Feb 2018- Dec 2019**

**VIB International Bank**

Premier Banking Team Manager

❖ **Duties:**

- ✓ Lead Premier team (4 senior relationship managers)
- ✓ Training relationship managers how to hit the target
- ✓ Push up and win big customers who have enough qualified clients (1bil vnd deposit balance at bank in 6months)
- ✓ Catch up the target 50bil -80bil VND balance and 400 mil VND bancasurance
- ✓ Developing the potential customers , partnership, candidates
- ✓ Doing workshop to candidates and clients in frequently
- ✓ Educating the new methods , benefits , service to staffs
- ✓ Evaluating staffs performance and customer portfolio

**01<sup>st</sup> Dec 2015 – 5<sup>th</sup> Dec 2017**

**Oktava Ltd., Co**

Merchandising Leader

❖ **Duties:**

- ✓ Find the Outsourcing suppliers & exporters for garment industry of EU & USA Markets
- ✓ Making costing, developing samples

- ✓ Make plan for target maintain & grow in next season.
- ✓ Make the market survey with suppliers, manufacturing, exporters, importers, customers, and competitors.
- ✓ Follow up manufacturing and vendors evaluation: Production, the labor condition and human right compliance.
- ✓ Production handling
- ✓ Main customers: Adler 's ladies fashion items

**Aug 2011 – Nov 2014**

**Mekong Development Joint Stock Commercial Bank**

SME Senior Relationship Manager

❖ **Duties:**

- ✓ Develop and cultivate Corporate clients' portfolio by promoting credit and deposit, casa products.
- ✓ Establish the customers relationship for selling strategies for small, medium enterprises as well as corporate clients.
- ✓ Develop the qualified portfolio for SME & Corporates.
- ✓ Support the customer service.
- ✓ Corporate Credit Handling
- ✓ Expand the customers relations.
- ✓ Maintain the credit & deposit balance and achieve demand target.
- ✓ Grow up the demand target.
- ✓ Make the market survey with customers and competitors.

**July 2008 - July 2011**

**Standard Chartered Bank – Ho Chi Minh City Branch**

Priority Senior Relationship Manager

❖ **Duties:**

- ✓ Develop and cultivate Corporate clients' portfolio by promoting personal – home loan and deposit & casa products.
- ✓ Establish the customers relationship for selling strategies for priority individual customers.
- ✓ Develop the qualified portfolio for priority customers.
- ✓ Support the customer service.
- ✓ Expand the customers relations.
- ✓ Maintain the credit & deposit balance and achieve demand target.
- ✓ Grow up the demand target.
- ✓ Make the market survey with customers and competitors.

**Feb 2005 – May 2008**

**Itochu Corporate (Japan) Ho Chi Minh**

Senior Merchandiser

❖ **Duties:**

- ✓ Find the Outsourcing suppliers & exporters for garment industry of EU & USA Markets

- ✓ Negotiation price: processing cost & FOB cost, shipping cost, quota cost, materials & accessories cost, packing cost....
- ✓ Make the calculation for consumption of materials, accessories, input, output, packing, container loading.
- ✓ Sourcing new materials & accessories matching with current fashion status.
- ✓ Make plan for target maintain & grow in next season.
- ✓ Make the market survey with suppliers, manufacturing, exporters, importers, customers, and competitors.
- ✓ Follow up manufacturing and vendors evaluation: the labor condition and human right compliance.

**Feb 2000 – May 2004**

**Li & Fung (HK Group) – Ho Chi Minh**

Senior Merchandiser

❖ **Duties:**

- ✓ Find the Outsourcing suppliers & exporters for garment industry of EU & USA Markets
- ✓ Follow up process such as: sales samples, production, quality, shipment and payment
- ✓ Negotiation price: processing cost & FOB cost, shipping cost, quota cost, materials & accessories cost, packing cost....
- ✓ Make the calculation for consumption of materials, accessories, input, output, packing, container loading.
- ✓ Sourcing new materials & accessories matching with current fashion status.
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**May 1966 – Dec 1999**

**Klaus Steilmann (HK Group) – Ho Chi Minh**

Senior Merchandiser

❖ **Duties:**

- ✓ Find the Outsourcing suppliers & exporters for garment industry of EU & USA Markets
- ✓ Follow up process such as: sales samples, production, quality, shipment and payment.
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- ✓ Make plan for target maintain & grow in next season.
- ✓ Make the market survey with suppliers, manufacturing, exporters, importers, customers, and competitors.
- ✓ Follow up manufacturing and vendors evaluation: the labor condition and human right compliance.

## **PROFESSIONAL BANKING TRAINING**

### **Specialized training**

- ✓ General Legal Framework for Banking Business
- ✓ General Banking Operation & Administration
- ✓ Cash Management products
- ✓ Cash Management for Financial Institutions
- ✓ Cash Management for Corporate Clients
- ✓ Asia Specific Cash Management Product Overview
- ✓ Sales & Client Service soft skills
- ✓ Marketing Strategies

### **Compliance training**

- ✓ Prevention of Money Laundering
- ✓ Compliance Specific Employee Trading
- ✓ Compliance Specific Reputational Risk
- ✓ Compliance Core – Responsible Conduct
- ✓ Market Conduct
- ✓ Regulatory and Policy Related Sanctions

## **PROFESSIONAL GARMENT INDUSTRY TRAINING**

### **Specialized training**

- ✓ General legal framework for Garment Business
- ✓ General Garment Process
- ✓ Details Garment production
- ✓ Follow up and Service soft skills.
- ✓ Market Strategies

### **Compliance training**

- ✓ Prevention of Money Laundering

***Candidate Profile***

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- ✓ Compliance Specific employee trading
- ✓ Compliance Code of Products & Manufacturing
- ✓ Regulation and Policy for Code of Conduct
- ✓ Regulation and Policy for Code of Conduct

**ACADEMIC BACKGROUND**

<b>Institution</b>	<b>Major</b>	<b>Qualification</b>	<b>Year completed</b>
HCMC Open University	Bachelor of Arts in English Teaching	Bachelor	2000 – 2005
HCMC Open University	Bachelor of Arts in Business Administration	Bachelor	2007 – 2009