

## ○ NGUYEN THANH TRUNG (Mr.)

Address : District 09, Hochiminh city, Vietnam

Phone : +84 933 088 804

Email : thanhtrung1607@gmail.com

## WORK EXPERIENCES ●

### WEL-HUNT MATERIALS ENTERPRISE CO., LTD. ([www.welhunt.com](http://www.welhunt.com))

#### **Business Development Manager (Feb/2019-Now)- Full Time**

- Build market research, custom data for import/export in Vietnam; Involve in B2B business development (Distributors, End Users)
- Expand customer system & sales volume across Vietnam together with promoting new items
- Manage key clients & maintain long term cooperation.
- Coordinate with global offices to promote thermal coal from Indonesia. Australia. Russia, etc. to Vietnamese market

### SAIGON PAPER CORPORATION (SOJITZ CORPORATION) ([www.Saigonpaper.com](http://www.Saigonpaper.com))

#### **International Account Manager (Nov/2017-Feb/2019)- Full Time**

- Build market research & analysis method, custom data for exporting; Involve in business innovation
- Develop market worldwide & expand sales volume
- Manage key clients & maintain long term relationships together with annual sales strategies

### SAFIMEX JOINT STOCK COMPANY ([www.handicraftsafimex.com](http://www.handicraftsafimex.com))

#### **Board member (Jan/2018-Now)- Freelance**

- Manage oversea market research with custom data, international sources, support sales team
- High light company's brand by digital & social marketing & networks, set up website & fan pages.
- Balance P&L to ensure sales turnover and cost.

### TEKCOM CORPORATION (*The leading manufacturer of Film Faced Plywood in Vietnam*)

#### **Senior International Sales Supervisor (Jan/2017-Jul/2017)- Full Time (Product Sales Manager)**

- Managed & lead export sales team (06 staff) & CRM system, sales target (quarterly, yearly)
- Coordinate with related functions to ensure sales demand planning & export procedure, cargo delivery
- Controlled key account customers, sole agents & distributorship relations.
- Market research & evaluation, **implement productive & strategic plans**, proposed to CEO

#### **International Sales Supervisor (Jan/2014-Dec/2016)- Full Time (Team Leader)**

- Supervised & assisted export sales staff in sales plan, forecast, policies & activities.
- Co-worked with marketing on POSM, global exhibition & international events.
- Proposed yearly sales target, sales policy, rebate & market reports to CEO
- Collaborated with factory for production planning and forecast
- Improved export procedure to save cost and time.

#### **International Sales Executive (Jul/2011-Dec/2013)- Full Time**

- Carried out B2B export sales, market research: **Europe, Turkey, Middle East, Asia (Korea, Philippines, etc.)**
- Proceeded export process for shipping cargo
- Coordinated with marketing department for toolkits, market information & global exhibition.

## ACHIEVEMENTs

- Successfully won ANTI-DUMPING CASE of plywood investigation by Ministry of Economics, Turkey.
- Key International Exhibitor: **Wood Delhi India, Dubai Wood Show, BIG5, Turkey Build, WorldBex Philippines**
- The **BEST SELLER** in 03 continuous years, more than 50% of TEKCOM's total turnover.
- Set up general & sales process and **managed staff recruitment for start-up companies**.
- Set up "Export process" complied with ISO 9001:2008 with factory, logistics & finance departments

## WORK EXPERIENCES ●

EXPEDITORS- E.I Forwarding Co., Ltd- Ocean Account Department | **Apprentice** (Mar/2011-Jun/2011)  
DONA VICTOR-NIKE shoes processed factory- Export Department | **Export Assistant** (Jan/2011-Mar/2011)

## EDUCATION & TRAINING ●

- Bachelor of Administration, Major: **FOREIGN TRADE**.
- **EXPORT MANAGER** Certificate -Vietnam-German University
- **Global Trade LEADERSHIP**- Hinrich Foundation & ICC Academy
- International negotiation & strategies, management courses

## SKILLS ●

- |                              |           |
|------------------------------|-----------|
| ▪ Communication in English   | ● ● ● ● ○ |
| ▪ Office Computer            | ● ● ● ● ○ |
| ▪ People Management          | ● ● ● ● ○ |
| ▪ Complex Problem solving    | ● ● ● ● ○ |
| ▪ Negotiation                | ● ● ● ● ● |
| ▪ Team work                  | ● ● ● ● ● |
| ▪ Critical thinking          | ● ● ● ● ○ |
| ▪ Judgment & decision making | ● ● ● ● ● |
| ▪ Work- Pressure Tolerance   | ● ● ● ● ● |