

○ 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)

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)

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)

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

