



## NGUYỄN VŨ HÀ NGÂN

Sales Manager



Nữ



+84336189824



ngan.nvh@gmail.com



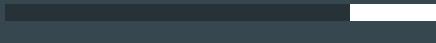
Hanoi

## GIỚI THIỆU BẢN THÂN

Enthusiastic, motivated, detail-oriented, constructive team member, quick-learner and very passionate in the hospitality industry. Easily come over any pressure, difficulty at work and have a sense as well as skills to deal with customers from various cultures.

## KỸ NĂNG

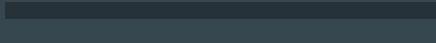
Leadership Skill



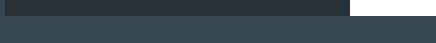
Excel/Word Skill



Communication Skill



English



## HỌC VĂN

### JW MARRIOTT INTERNATIONAL

Accelerate program for Manager level

04/2019 - 12/2019

### JW MARRIOTT INTERNATIONAL

Essential skills for Supervisors and Manager level

03/2019 - 08/2019

### HANOI UNIVERSITY

English Department

08/2013 - 10/2019

### PALEMO UNIVERSITY

Development Economics and International Cooperation

10/2010 - 03/2013



## KINH NGHIỆM LÀM VIỆC

### JW MARRIOTT HANOI HOTEL

Assistant Sales Manager

07/2016 - HIỆN TẠI

\_Work as F&B Sales Manager for 8 F&B outlets at JW Mariott Hanoi ( 1 Buffet, 3 Casual Fine Dining, 2 Lounges and 2 Bars)

\_Organize, train & lead staffs in developing the package/promotion, implementing sale targets, strategies and planning for Hanoi Market

\_Receive targets and plan to reach sale targets

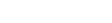
\_Propose solutions to improve business performance

\_Analyze local / regional market trends and competitors' activities to identify business opportunities

\_Build and develop relationships with partners and strategic clients, potential customers, dealer expansion and sales network

\_Organize sales & marketing programs through sales visit & sales call

\_Find and take care of customers ( especially key accounts working for the Government, Bank and Education Institutions ...)



### JW MARRIOTT HANOI HOTEL

Executive Secretary Trainee to GM, D00, DOR

tuyendung.topcv.vn

07/2015 - 10/2015

\_Assisting the General Manager, Director of Operations and Director of Rooms in all of their daily responsibilities

\_Coordinating closely with internal departments' reports as well as ensuring smooth communication with the company's owner

\_Actively supporting other Directors when required

### JW MARRIOTT HANOI HOTEL

Senior Hostess

08/2013 - 07/2016

\_Contributing to the mutual success of the whole team, ranked #1 on TripAdvisor among 865 restaurants in Hanoi

\_Restaurant ambassador, knowledgeable about food and wine descriptions

\_Managing all restaurant guests' database



CID: 071e6955b54454fd339fc62a00caafdf

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