



# PHAM THE SU

SALES and MARKETING



Male



24/12/1992



+84 774 369 569



suptnd@gmail.com



HCMC

## CAREER OBJECTIVE:

- Working in a professional working environment and relationship with sales or/ both marketing
- Improve my knowledge, skills, working experiences
- To be a leader in the next 3- 5 years

## SKILLS

### Computer skills:

- Autocad: Good
- Hysys: Good
- Corel: Intermediate
- Microsoft office: Good

### Language skills:

- Vietnamese: Native
- English: IELTS 5.5

Self-study and changeable ability to meet jobs requirement

## PERSONAL INTERESTS

- Winning championships of PVU football league for 3 times from 2013 to 2015
- Getting 4<sup>th</sup> in PVU sepak-takraw league in 2014.
- Traveling
- Reading books, newspapers

## WORK EXPERIENCES

**2016 – 2017:** Project engineer to building new lubricant plant at Viet Epoch Petrochemical

### Duties:

- Supervising contractors (piping, construction, electric, water, fire-fighting) to do following construction drawing
- Editing design drawing to fix with actual construction when designing is not suitable for actual situation
- Designing some new works, buying new equipments and organizing works
- Solving contingency works during construction

### Skills:

- Communication and persuasion skills
- Solving problems and making decisions
- Working plan
- Working under high pressure and time limit
- Critical thinking

**2017 – 2018:** Chemical Engineer and Production Manager at Viet Epoch Petrochemical

### Duties:

- Designing some new works, buying new equipments and organizing works.

## REFERENCES:

1. Dr. Nguyen Dang Nam

Header of Science

Technology department in  
Duy Tan University

2. Dr. Nguyen To Hoai

Lecturer of Refining and  
Petrochemical Department,  
PetroVietnam University

## EDUCATION

**2011 – 2016:**

Chemical Engineering,  
PetroVietnam University  
(PVU), Ba Ria- Vung Tau

- Graduation classifies: Good & IELTS: 5.5 (internal)
- Chemical process such as Phu My fertilizer plant, Nam Con Son pipelines, PVD Logging.
- Phase diagram and basic chemical knowledge
- Equipments in chemical industry

**03/2021 – 07/2021:**

Business administration  
specialist at University of  
Economics Ho Chi Minh City  
Self-learn online sales and  
marketing as Google Digital,  
Hubspot, Coursena, ....

- Researching, writing and training new operational procedures at the lubricant plant to technicians.
- Take manufacture formula from Director then organizing production to make products.
- Supervising production to make new production follow standard.
- Coordinating with lab room to check sample
- Connecting with Lab room to update and experimenting products

### Skills:

- Communication and persuasion skills
- Working hardly
- Responsible
- Focus on working details

**2018 - 2020:** Sales Executive: Lubricant additives and colorant for rubber and plastic at Mahachem Vietnam

### Duties:

- Take care existing customers and find out new customers
- Advice and convince customers use existing goods of our corporation
- Find out new additives to be suitable for market requirement

### Skills:

- Communication and persuasion skills
- Working hardly
- Responsible
- Shelf direction

**2020 - now:** Sales & Marketing: Lubricant products as brands: Shell, Valvoline and Petronas at Samchem

### Duties:

- Find out new customers
- Find new distributors, agencies and manage them
- Advice and support new customers to change products

### Skills:

- Communication and persuasion skills
- Working hardly and focus
- Responsible