



PHAM THE SU

SALES and MARKETING



Male



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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 4th 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