

DT Nguyen

Vietnam



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Summary

CAREER OVERVIEW

Over 20 years of solid sales and business development experience, new market set-up and development experience for the couple of the multinational company, strong management and leadership skills.

> Country Head: Joined an European MNC since 2016 til present. Build up the team and develop country strategy. Managing Sales and Business Development operation across Vietnam.

> Country Sales Manager: Spent over 06 years with BOSCH, managing Sales and Business Development operation across Vietnam.

> Country Sales Manager: Spent 06 years with SEALED AIR, An USA Multinational Company, managing business operation across Vietnam.

> Project Sales Manager: Spent 05 years with SIEMENS

KEY STRENGTHS

- o Specializing in new business development and major market expansion.
- o Combine entrepreneurial drive with business-management skills to drive gains in revenue, market share and profit performance.
- o Communicate a clear, strategic sales vision, effectively training and coaching both veteran and junior sales team members.
- o Cultivate excellent relationships with new prospects and existing customers.
- o Able to turn around lagging operations and prepare companies for fast growth and profitability.

Experience



Country Head - Vietnam

An European MNC

2016 - Present (5 years 7 months +)

An European Company with 100 years history. Group operations over 50 countries and territory globally. Global sales of over billion Euro.

Key responsibilities

- Being the first personel Representative in Vietnam to build up the team and country business development strategy from beggining
- Build, coach, develop and lead the team to angle towards with future development plan and to achieve company goal
- Identify new customers, projects, potential partners and pursue for new sales opportunities

- Work and coordinate with all functional departments
- To ensure all sales growth targets are met and exceeded and the same presented to management
- Communicate a clear, strategic business vision for the whole team and continuously motivate the team to achieve the goals



Country Sales Manager

Bosch

Mar 2010 - 2016 (6 years 10 months)

One of a leading global supplier in technology and service industry. With 300,000 employee worldwide, global sales of 65 billion Euros.

Key responsibilities

- Set up country business development strategy
- Build and develop the local team to angle towards with future development plan
- Identify new customers, projects, potential partners and pursue for new sales opportunities
- Work and coordinate with all functional departments
- To ensure all sales growth targets are met and exceeded and the same presented to management
- Communicate a clear, strategic business vision for the whole team and continuously motivate the team to achieve the goals



Country Sales Manager

Sealed Air Corporation

2004 - 2010 (7 years)

A leading global manufacturer of materials and systems for protective, presentation packaging, and performance solutions in the industrial and consumer markets. Global sales of 12bil USD.

Key responsibilities:

- Identify new customers, projects, potential partners and pursue for new sales opportunities
- Set up the country business development strategy
- Build and develop the local team to implement the business strategy
- Market investigation in overall (products, competitor, price, market size etc..)
- To ensure all sales growth targets are met and exceeded and the same presented to management on a regular interval
- Communicate a clear, strategic business vision for the whole team and continuously motivate the team to achieve the goals



Project Sales Manager

Siemens

1999 - 2004 (6 years)

One of a leading market and technology positions worldwide with its business activities in the Energy, Healthcare, Industry, and Infrastructure & Cities Sectors. With 360,000 employees worldwide.

Key responsibilities:

- Identify new customers, projects, potential partners and pursue for new sales opportunities

- Keep updated on all stages from project Lead to Customer for all data and follow up information
- Propose the appropriate pricing and technical service levels in order to win the project
- Establish effective communication channels across the regional team to get the full support from functional departments.
- To ensure all sales growth targets are met and exceeded and the same presented to management

Education



European international university - Solvay economic and management school

Master of Business Administration (MBA), Business Administration and Management,
General

2014 - 2015



Hue University - Computer Training Center

Advanced, Computer

1997 - 1999



University Institute Bureau -Language Center

Advanced, English language

1996 - 1999



Polytechnique University

Bachelor, Electrical, Electronic and Communications Engineering Technology/
Technician

1994 - 1999

Skills

- Excellent consultant selling skills, specially sales prospecting skill
- Excellent oral and written skills in both Vietnamese and English
- Presentation skills, formally and informally to groups of people
- Sales Operations
- Business Development
- Strategy
- Sales
- Account Management
- Sales Management
- Management

Honors & Awards



Sales Champion - An European MNC

Feb 2016

Sales Champion for the consecutive 05 years within South East Asia market