

# 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 personnel Representative in Vietnam to build up the team and country business development strategy from beginning
- Build, coach, develop and lead the team to align 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