

THINH NGUYEN



National Sales Manager

PERSONAL SUMMARY

Sales and Marketing professional with proven experience in commercial field. Active, flexible, cold head and aggressive would best describe myself coming along with ability to balance “best of both worlds” between multinational and local companies.

CONTACT

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EXPERTISE

Strong communication

Relationship building

Problem solving

Leadership

Project management

Time management

International coordination

Trained negotiation skill

Brand building and social advertising

Advance English both oral and
written

HOBBIES

Hiking, tennis, badminton

Sci-fi and Inspirational movies

Network building

Investment

Travelling

EDUCATION

Raffles College of Commerce and Design – Sydney, Australia

❖ Bachelor of Commerce (2011 – 2014)

Sierra High School – San Jose, California

❖ Senior High School Completion (2007 – 2010)

Tran Dai Nghia High School For The Gifted – HCMC, Vietnam

❖ Junior High School Completion (2003-2007)

WORK EXPERIENCE

EGGER Group (January 2019 – current)

Founded in 1961 with headquarter in Austria, the company produces wood-based panel products by 21 production sites in Europe / America and 24 sales office worldwide. Distribution channels in Vietnam includes project, retail, and export factory segment with 4 Distributors in South and North region.

National Sales Manager

- Maintain existing and develop new customer accounts
- Generate EGGER specification into projects through defined territories
- Identify and approach high value projects
- Develop relationship with architects, designers, project investor, general contractors and distributors
- Conduct general training for internal and Distributor's project team
- Support Europe marketing team to execute local events
- Attend exhibition, real estate and furniture networking events
- Market research and collecting relevant market figures, industry statistics and competitor status quarterly
- Plan and participate in customer visit to EGGER plants in Europe
- Set and adjust Sales Target quarterly
- CRM report, price management, order processing and claim handle

Achievement

- Set up 1 new Distributor in North region to push project business
- 16 projects specification includes 3 mock up finish, 4 already mass order, 9 on-going. Project worth \$51k average
- 5 activation events to promote brand reputation, which attract Project Investor / Architects for new potential projects

WORK EXPERIENCE

Insee SiamCity Cement Vietnam (April – December 2018)

Formerly known as Holcim Vietnam, Insee is being operated by SiamCity Group and ranked as one of leading cement corporations with tremendous market share in South area. Insee also provide waste treatment service to key customers who are multinational companies including Nike, Adidas, Unilever, P&G,...

Key Account Specialist

- Promote Insee waste co-processing solution to big international clients and turn into accounts
- Maintain relationship and increase spending budget from Key Account Customers – Nike and Adidas
- Documentation / Market Intelligence
- Plan sales budget, sales target, sales action, statistic analyses and market report
- Comply with Occupational Health and Safety (OH&S) and Environment regulations at workplace

Achievement

- Successfully increase price of standard service during probation period, which contribute 30% increase in total Sales Team target 2018
- Complete Sales Excellence course at Management level

PTA Trading Ltd (November 2015 – April 2018)

Founded in 1996, PTA focused on exclusive distribution of high end interior material from well-known manufacturers in America, Spain and Thailand. Main target customers are Project, Restaurant / Showroom chain and Export Furniture Factory in Asia.

Business Development Manager

- Maintain relationship with existing customers while constantly look for new ones, both domestic and overseas
- Attend annual overseas expo to look for potential suppliers and clients
- Work directly with foreign suppliers to develop potential products which enhance company benefit
- Liaise directly with local and overseas furniture factories / agents to generate sales
- Approach Project Investor, Architect and Contractor to specify and assign to sales team
- Monthly report to BOD of sales volume, market movement, competitor status and propose action plan
- Coaching and manage sales team of 4 headcounts
- Support Marketing department with strategy for existing and new product lines

Achievement

- Manage team of 4 headcounts with annual sales target of \$1.7 million
- Successfully deal to become exclusive distributor for 2 new overseas manufacturer
- Set up internal sport activities and competitions to enhance team building

WORK EXPERIENCE

Anova Feed JSC (July 2014 – July 2015)

The company is member of Nova Group, which is also mother company of Novaland. Anova specializes in animal feed production with nationwide distribution and also export to neighboring countries such as Laos, Cambodia.

Executive Assistant to CEO

- Provide sophisticated calendar management for CEO
- Complete a broad variety of administrative tasks that facilitate the CEO's ability to effectively lead the organization
- Serve as the primary point of contact for internal and external constituencies on all matters pertaining to the CEO
- Work closely with the CEO to keep them well informed of upcoming commitments and responsibilities, following up appropriately
- Manage information systems operations including hardware, software, desktop support, internal telecommunications, and strategic systems development and planning
- Other projects/duties as assigned

Achievement

- Successfully implement CRM software project with tablets provided from Viettel to whole sales team of 300 headcounts
- Successfully establish relationship with distributors in Cambodia to expand market

SOCIAL ACTIVITIES

- 2nd place in Junior HCMC badminton championship, 2006
- Member of Sierra High School basketball team – San Jose, California 2008 to 2010
- Member of Raffles College voluntary crew – Sydney, Australia 2011 to 2012
- Represent of Insee Ecocycle to join internal Tennis Championship – HCMC 2018

REFERENCE

Provided upon request