

Chu, Dương Thế Hùng

(Tom, Chu)



Date of birth

Oct 5th 1993

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Gender

Male

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PROFILE

Graduated from Louisiana State University, USA, major in Petroleum Engineering.

Experienced in Business Development roles for various industries (Chemical, FMCG, E-commerce...)

Believe in Life-Long Learning.

SKILLS

Customer Service

Leadership Skills

Computer Skills - Office

Logical thinking and creative

Public Speaking

HONORS & AWARDS

Santa Barbara City College International Scholarship (2013)

Phi Theta Kappa Honor Society (2012-2014)

INTERESTS

VN-Index Stock Trading Learning New Information

Monitor Vietnam Economy Reading News

LANGUAGE

English - Highly Proficient

EDUCATION

Nov 2012 - Nov 2017

Louisiana State University

Baton Rouge, Louisiana, USA

Major: Petroleum Engineering

GPA: 3.0/4

WORK EXPERIENCE

Dec 2020 - Present

Alibaba.com

Account Manager

- Company representative in Vietnam
- Managing Channel Partners (CleverX, ViettelPost, Ihub, OSB...)
- Consulting services for Channel Partners and Clients
- Delivering platform information during Bootcamp and Training courses for Channel Partners and Clients

Achievement and skills gained:

- Increasing renew rate for First Year Client to 49%, and Overall renew rate to 65%
- Building agenda for new Clients and new Channel Partners

Apr 2020 - Nov 2020

Ecommerce Easy Company

Partnership Manager

- Manage team of 3 sale executive pitching proposal to brands (cosmetic, fashion, FMCG...)
- Develop each e-commerce plan to specific brand.
- Training E-commerce market, On-site execution of Shopee, Lazada to new members of company.

Achievements and skills gained:

- Understand E-commerce market, On-site operation of Shopee, Lazada, Tiki.

Sept 2019 - Mar 2020

OYO Vietnam

Business Development Manager

- Pitching OYO proposal and on-boarding quality hotels into OYO worldwide network.
- Team-up with Construction, Pricing, OTA teams to support hotel partners.
- Success to meet monthly KPI

(Company closed dues to Covid pandemic in 2020)

Feb 2019 - Aug 2019

The Meat Trader

Sale Executive

- Sell Beef products (Tenderloin, Rip-eye, TopBlade,...) to restaurants, hotels, retailers, and supermarket.
- Success to bring 70% of Thao Dien ward, D.2 being company customers.
- Forecast intake/outtake volume.
- Monitor Delivery, Debt and Credit of customers.

Jan 2018 - Jan 2019

Riverbank VN Chemical

Sale Executive

- Sell solvent (Toluene, Methanol, Xylene...) to Paint, Ink, Packaging manufacturer.
- Responsible for P/O, Delivery, Debt and Credit.
- Forecast volume outtake and intake.
- Monitor market price, and competitor's sale strategies.