



NGUYEN ĐANG HUY

36/25 Nguyen Hien Street,
4th Ward, 3rd District, HCMC

PERSONAL INFORMATION

Full name : Nguyen Đang Huy
Date of birth : July 19th, 1971
Place of birth : Ho Chi Minh
Gender : Male
Material status : Married
Mobile phone : 0938899788
Email : ngdanghuy@gmail.com

Position apply : Country Sales Representative - Vietnam

PROFESSIONAL PROFILES

- More than ten years of successful domestic sales & marketing experience, including Manager level accountability, budgeting, cost control, strategic partnering, business development, team building

EDUCATION

Hochiminh City University of Technology and Education - HCMUTE (1989 – 1993)

Major : Electric and Electrical

EXPERIENCE RECORD

1) Freelance with Dong Tan Hung Co Ltd . From 03/2020 to present .

- Sold 02 units Almig Variable 100KW (Air Compressor)to Long Son Chemical
- Sold 01 unit Veermeer (Wood Chipper) model BC1000XL to Binh Long Rubber Company
- 01 Genset Prime 1250 KVA to MEP Green Building Contractor – Cambodia

2) From 03/2016 to 03/2020 : Multico Vietnam Co Ltd (Subsidiary of Multico Equipment & Parts – Singapore)

Position : Senior Manager – Chief Rep Office

Key Responsibility : Manage Sales and Service Team

- Direct plan , implement and control Sales and Service team to achieve company target year focus in Oil & Gas , Construction , Mining and others industries . Main focus product as : E-crane , Sennbogen crane , Doosan Portable Air Compressor, Clark Forklift, Genset
- Target potential territories , maintain and develop customer network & relationship .

Working familiar with all M&E , EPC contractor , Construction.

- Support and monitoring to help Sales (Equipment) and Service (Parts sales) team to fulfill their job
- Manage P/L report, Monthly Business Report, Budget Meeting sales report . Report to General Manager in Head Quarter

3) From 01/2011 to 02/2016 : Nhơn Hòa Trading Company

Position : Sales & Technical Service Manager

Key responsibilities: : Engineering support for Generator Technical Business

- Responsibilities for all technical and sales in Genset of company
- Seeking new customer , maintain and developing with all M&E contractor , Construction
- After sales servicing and spare parts business

3) From May 2007 to Nov 2010 : Orims - Kim Hao JV Trading Company

Position : Sales Manager

Key responsibilities : Sales car and Motorbike

- To manage the HCM Showroom in a professional manner, including ensuring availability for sales staff in Showroom during working hours as regulated by the Company
- - Introduction and consultant luxury car as : Mercedes , Audi , BMW , Lexus , Toyota and motorbike over 250cc as Honda , Kawasaki , Harley Davidson
- B1, A2 driving license

4) From July 1999 to May 2007 : Sang Ban Mai Group (www.sbmpower.com)

Position : Sales Manager – Vice Director

Key responsibilities : Sales Diesel Generator

- SBM Group is authorize distributor of Deutz (Germany) through Deutz Asia Pacific Singapore in Vietnam market
- Leading the company of Deutz diesel engine and genset sales team in whole country and

promoted Vice Director handling diesel engine and genset sales activities since 2005 . Familiars with many brand as : Cummins , SDMO, Kohler , Perkins , Deutz , Mitsubishi

5) From May 1994 to May 1998 : **Chong Lee Long Seng - Singapore**
(www.clss.com.sg)

Position : Sales and Marketing, B2B . Retail sales
Key responsibilities : Sales Power Tools (Atlas Copco – Germany) Gasoline Engine (Fuji Heavy Industries- Japan

- In charge of sales product to dealer , outlet :
- Brand of product : AEG Power Tools , Robin Gasoline Engine , Robin Pump , Robin gasoline generator (Fuji Heavy Industries – Japan) , Tropic Power diesel generator (CLSS Group – Singapore) as authorizes distributor in Vietnam .
- Set up dealer, outlet network in Ho Chi Minh city and southern province of Vietnam. Establishing new, and maintaining existin , relationship with customer.

SKILLS

- Excellent communication, presentation, negotiation and public speaking skills
- Ability to work under stress
- Self – motivated, dynamic and ambitious personality
- Very good team player and team work skills
- Ability to cultivate strong working relationship with customer and internally across business area

Computer : Proficient user of Microsoft Word, Excel , Power point and Outlook

Language : Fluently spoken , read , written English

HOBBIES

- Reading novel and detective story
- Listening to music
- Traveling
- Shopping

REFERENCE

- MR NGUYEN HUU THANH DIRECTOR OF NHƠN HÒA TRADING .

MOBILE 0908182082