



## **NGUYEN ĐANG HUY**

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

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### **PERSONAL INFORMATION**

Full name : **Nguyen Đang Huy**  
Date of birth : July 19<sup>th</sup>, 1971  
Place of birth : Ho Chi Minh  
Gender : Male  
Material status : Married  
Mobile phone : 0938899788  
Email : [ngdanghuy@gmail.com](mailto: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

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### **EDUCATION**

Hochiminh City University of Technology and Education - HCMUTE (1989 – 1993 )  
Major : Electric and Electrical

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### **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

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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
- Mange 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](http://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.clls.com.sg](http://www.clls.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 ( CLLS 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.

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## 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

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## HOBBIES

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

## REFERENCE

- MR NGUYEN HUU THANH DIRECTOR OF NHƠN HÒA TRADING .
- MOBILE 0908182082