



## PROFILE

Expert in the hospitality management and development in Vietnam with over 15 years experiences in the travel and hotel/resort industry. The base of knowledge was Sales & Marketing in 10 years then took the operation and revenue management for over 5 years. Mostly work for company have more than 150 employees. Has been managing the multiple business units in hospitality industry. Big connection in hospitality therefore its easier to approach and connect business with agencies and hotel/resort's owner in VN as well as global Tour Operator and Bed-bank companies. Strongly in finance management and reaching out revenue KPIs.

## CONTACT

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## ACTIVITIES AND INTERESTS

Football  
Scuba diving  
Music ( Rap – Hiphop – Countries side )  
Fresh coffee – strong coffee  
Travel  
Food experiences  
Stock business and real estate

# NGUYỄN ĐẶNG QUANG VINH - VINCENT -

## WORK EXPERIENCE

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### Chief Executive Officer cum Board of Directors Fiditour Joint Stock Company

Apr 2019–Present

Incharge for all legal procedure for company. Handling some of internal disputation.

Restructure new team, new policies. Work closely with Chair Women to handle the internal issues.

Separate the business report in two segment : Real Estate leasing and Travel segment.

Bring Profits for the 2020 increased 10% compare 2019 even REV 2019 is 30times over 2020.

Set up new online sales system and applied new Tour Management system.

### Chief Executive Officer - Founder Green Hotel Management Co.,Ltd

Aug 2017-Mar 2020

Current properties:

BB Sapa hotel

Cicilia DN hotel & Spa

Vanda hotel DN

Allezboo resort & Spa Phan Thiet

Amon Hotel Phu Quoc

Cicilia Nhatrang hotel & Spa

Hoi An Trails resort & spa

The Palmy Hanoi

Ana Mandara Hue

AVS Phu Quoc

Alansea Hotel DN

- Handle Sales & Marketing part or overall operation and S&M ( Full management contract ).

- Signed the Setting up stage or Pre-Opening Stage.

- Work direct with GMs to ensure the KPIs much be achieved.

- Negotiate with Owner to adjust the budget according to the market share.

### Director Of Sales & Marketing Centara Sandy Beach Resort Danang

June 2016-July 2017

Got 4 goals in my new role:

- Drive new market segments, increased potential TOs, DMCs.

- Drive and increase ADR.
- Increase incremental revenue: F&B, Spa, etc.
- Re-build sales and marketing team - New goals, Productivity and Result:
  - Restructured Sales & Marketing team in 6 months together with drove Sales team goes more aggressive and expand more mix markets.
  - Increase REV and ADR for 1st quarter 2017 ( ADR : 9%, Room REV : 33%, RevPar : 28% ).
  - First 2 quarters exceed budget 6bil room revenue and 10bil total revenue.
  - Develop European market and Australian market through WHL in German, UK, Australia, Spanish.
- Top nationality : Korean, Vietnam, Chinese, Japanese and EU, Australian.

**Director Of Sales & Marketing  
Ocean Hospitality**

Aug 2012 – May 2015

- In-charge for sales and general marketing at Ocean Hospitality ( OCH ) for entire of hotels/resorts/apartments belong to OCH.
- Manage the South and North Office as as well as sales & reservation team at each properties.
- Handle yield management and develop F&B revenue for the hotels & resorts.
- Involve into hotel services to make sure guest satisfaction.
- Keep and develop more key accounts. Create promotion or run deals to maximize revenue for hotel ( focus to pick up room, fb and spa together ).
- Expand more management project which is not own by OCH.
- Report direct to CEO.
- Work closely with GM of each properties in order to improve hotel services as well as develop more niche market and MICE.
- Achieved the OCH target for year 2012 & 2013.
- Market analysis and doing strategy.
- Consult for new projects as well as prepare the business budget and plan.

**Associate Direct Of Sales  
Banyan Tree hotels & resorts**

May 2012 – July 2017

Executive business development for Vietnam & Asian Market.  
Setup all the S&M department from the beginning. Releasing the new Products to DMCs, TO, Online platforms, Marketing channel together with Singapore Head Quarter.

**Senior Sales Manager  
Sunrise Beach Hotel & Spa Nhatrang**

Apr 2011 – May 2012

Incharge Corp Account, Government, Big TA account with Vietnamese MICE market.  
Take care Big Corporate account : Embassy, Ministry, Bank.

**Sales Manager  
Imperial hotel Vung Tau**

May 2010 – Apr 2011

Handled MICE market. Incharged Travel Agency and Oversea market.  
Attended ITB 2009 in Singapore and ATF 2010 in Cambodia.  
Approached the new market from China. Especially MICE market.

**Sales Manager  
Ben Thanh Management Services Co., Ltd**

May 2008 – Mar 2010

Incharged for MICE market, online, wholes sales companies and Government.  
Attended ITE 2008 in Hanoi.

**Tour Operator**

**Ann Tourist & Trading**

Aug 2006 – May 2008

Making the hotel reservation, contracting.  
Airport land service

**KEY SKILLS AND CHARACTERISTICS**

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- Budget Management
- Excellent listener
- Friendly, courteous, and service oriented
- Poised under pressure
- Staff Training & Coaching
- Recruiting and Hiring Talent
- Quality Assurance
- Solid written and verbal communicator