



VO NGOC NGUYEN

Business Development

Professional Experience

Contact

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Address

Phu Nhuan District, Ho Chi Minh

Education

Bachelor of Accounting

HCMC Open University
2014 - 2018

Skills

- Sales Strategies
- Negotiation Skills
- Problem-Solving
- Time Management
- Presentation Skills
- Networking
- Market Research

Language

- English

SHOPEE VIETNAM

2022

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2024

Partnership Solutions - SHOPEEFOOD

- Developed and executed sales strategies. Managed a portfolio of 30+ clients, achieving a 95% customer retention rate. Key partners I have worked with include: Coke, Pepsi, Heineken, Masan,...
- Serving as a main contact with key strategic partner to ensure ongoing alignment and cooperation.
- Aim to establish strong, mutually beneficial long-term partnerships with leading brands.
- Negotiate and finalize partnership agreement to ensure outcomes that benefit both parties.
- Collaborate closely with internal teams (Sales, Finance, Legal, Product, Project, ...) to integrate with partners at the commercial operational and service agreement levels, ensuring projects and activities remain on track.
- Regularly evaluate the performance of our leading brands, collect feedback, and work with internal teams to enhance features, functionalities and operational processes.
- Keep up-to-date with industry trends, market changes, and competitors.

SHOPEE VIETNAM

2020

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2022

Business Development - ShopeeFood (Ads)

- Prospected and qualified leads through cold calling, email campaigns, and networking events.
- Increased sales by 20% by implementing effective upselling and cross-selling strategies.
- Maintained up-to-date knowledge of product features and benefits to provide accurate information to clients.
- Collaborated with the marketing team to develop targeted sales materials and promotional offers.
- Provided exceptional customer service, addressing inquiries and resolving issues in a timely manner.

Sales Representative

2018

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2020

Timo Digital Bank - Power by VPBANK

- Support customers with service such as opening new account, investigating transactions, and consulting on credit card and fast card services.
- Maintained up-to-date knowledge of product features and benefits to provide accurate information to clients.
- Provided exceptional customer service, addressing inquiries and resolving issues in a timely manner.

References

Ms Mai Huyen

ShopeeFood Partnership - Manager

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