



# NGUYỄN THỊ KHÁNH LY

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## OBJECTIVES

"Life is 10% what happens to you and 90% how you react to it". I am always proactive in learning, diligent in researching to improve my skills and maintain a positive mindset. I always strive to become more professional to identify opportunities in Merchandise and bring more value to myself and organizations.

## EDUCATION

### University of Economics and Law, VNU-HCM

2020 - 09/2024

- Major: Economic Mathematics (Business Analysis)

- Graduation ranking: Very Good

- **Achievement:**

Top 3 scientific research awards of the Faculty of Mathematics and Economics 2023.

Top 8 UEL young researcher competition (published in the international newspaper SR ICYREB International Conference)

The Most Favorite Research Paper Award 2023.

Gold medal for 5 Good Students in 2021.

UEL Scholarship for the academic year 2021-2022, 2020-2021.

## WORK EXPERIENCE



### Thien Ngan Film Joint Stock Company

10/2024 - Now

#### Purchasing F&B Executive

- **Category Development, Sourcing Suppliers/Partners:**

- Building and maintaining long-lasting relationships with suppliers/ partners to achieve revenue targets, develop the product assortment. Contacting negotiating with supplier.

- Analyzing market trends, products and competitor activities in market (Tea & Packaging & Coffee). Sourcing and executing negotiation beneficial commercial agreements with suppliers/partners.

- **Carrying out purchasing procedures:**

- Follow up stock and production planning to calculate, balance quantity

- Follow up to make payment for orders.

- Follow up real raw material quantity arrive, delivering process.

- **Collaborating and Solving Problem With Suppliers/Partners:**

- Updating the quantity and status of existing inventory and coordinating with relevant departments and partners to control stock.

- Handling daily operations including orders, promotions, pricing, and issue resolution.

- Handling defective goods, recalled goods, returned goods with Suppliers. Checking product information and import price.



### Pharmacy Pharmaceutical Joint Stock Company

1/2024 - 5/2024

#### Merchandiser (Intern)

- **Category Development, Sales Planning:**

- Analyzing market trends and competitor activities in retail field.

- Negotiating and coordinating with suppliers to resolve customer issues effectively.

- Monitoring sales performance and managing trade contracts. Developing promotion proposals to achieve sales targets.

- Reporting, analyzing product assortments performance and developing sales plans to identify business needs and achieve KPI.

- **Collaborating and Sourcing Suppliers/Partners:**

- Finding potential suppliers and products according to the company's category development strategy and policies.

- Working with all other cross-functional teams to ensure each campaign happen as guidelines.
- Coordinating the implementation plan for ordering to suppliers and handle arising issues.
  - **Carrying out purchasing procedures:**
- Working directly with Clients and internal departments for inventory controls and evenue targets.
- Monitoring the delivery process of suppliers to relevant departments in the company and handle arising issues.
- Coordinating with other departments to carry out purchasing, receive purchase requests from relevant departments in the company. Create records to track ordering and purchasing from suppliers (Time, quantity...)



**MASAN GROUP (Wincommerce)**

**Strategy - Business Development Category (Intern Winmart)**

7/2023 - 12/2023

- **Category Development, Monitoring Stock and Sales Planning:**
  - Analyzing and reporting the brand/category performance, sales, stock in the Winmart chain and optimizing assortment.
  - Responsible for monthly/yearly Commercial planning ( KPI of display sales ,KPI of promotion sales) to boost store revenue.
  - Tracking and evaluating promotion activities & sales activities to propose new sales plan achieve sales target.
  - Conducting market research and analysis to identify potential product opportunities and trends in the retail industry.
- **Market & Competitor Tracking and Collaborating With Suppliers:**
  - Conducting market research of competitors, complaints and feedbacks to gain insights into customer problem.
  - Collaborating with Trade Marketing, Operation & Marketing team to ensure each campaign happen as guidelines.
  - Negotiating and promoting cooperation with suppliers to organize sampling/ activation in stores and Product pricing, sales and promotion to achieve sales.
- **Partnership Development:**
  - Coordinating with brands to implement sales support activities (vouchers, promotional programs,...).
  - Searching for partners/suppliers that fit the sales plan. Organizing marketing activities to introduce the Hi! Beauty chain or new products (tiktok clips, workshops, webinars,...).

## PROFESSIONAL SKILL

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- Strong Analytical Skills.
- Organizing and Time-Management Skills
- Negotiation and Collaboration Skills.
- Strong Problem Solving and Research Skills.

## LANGUAGES

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- English **Toeic Listening & Reading: B2 (Certificate IIG VietNam)**  
**Toeic Speaking & Writing: 300 / 400 (Certificate IIG VietNam)**

## ACTIVITES

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- Member of Smile Gift SG Volunteer Club.
- Spring Volunteer Campaign 2022 - Traditional Tet flavor.
- **Project:** Exploring factors influencing job satisfaction of employees during the digital era.
- **Project:** Forecasting drug product development at Pharmacy chain.
- **Project:** Forecast of Vinamilk's business revenue after the end of the Covid 19 pandemic

EXP: - Team work skills.  
 - Interpersonal skills.