

# Personal Information

Full name: NGUYỄN KIM NGÂN  
Birthday: 15/02/1989  
Job title: Manager  
Phone: 0906 458 035  
Address: 02 Pham Huu Lau, Phu My ward, Dist.7, Ho Chi Minh.  
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## Career Objective

As an experienced and results-driven manager, I aim to contribute my leadership, management, and strategic planning skills to drive WinMart’s business growth, improve efficiency, and foster a high-performance work environment.

## Work Experience

### ■ Senior Manager – LOTTEMART VIET NAM

Duration: from Aug-2022 to present  
Report to Division Director and General Director

- Managed and directed Frozen – Chilled and Dairy products.
- Led and supervised a team of merchandisers to optimize product placement and maximize sales.
- Designed and executed innovative merchandising strategies to enhance product visibility and drive revenue growth.
- Managed inventory levels and streamlined restocking efforts to align with customer demand and operational efficiency.
- Provided in-depth training and mentorship to team members, enhancing product knowledge and overall performance.
- Established strong relationships with vendors to coordinate promotional displays and boost brand awareness.

### Achievement:

Year	Net sale	% Growth	Sale profit	% Growth	Contribution	Other achievements
2022	100%	8%	102%	10%	10%	<ul style="list-style-type: none"><li>- Confident in managing the most diverse and high-quality product portfolio with the most suitable discounts in the retail market.</li><li>- Successfully supported the opening of LotteMart Vinh.</li></ul>
2023	100%	12%	105%	23%	12%	<ul style="list-style-type: none"><li>- Led D&amp;F team, becoming top 3 of the company with 12% proportion (no trader).</li><li>- Developed private brand: Kim Chi, Ice Cream, Dimsum and good category management.</li><li>- Successfully supported the opening of Bottle Bunker, and Lotte Mart WestLake.</li></ul>
2024	105%	15%	112%	18%	12%	<ul style="list-style-type: none"><li>- CM of Drinking Milk, Yogurt, Sausages, Frozen HMR.</li><li>- Pricing image of Drinking Milk and Yogurt.</li><li>- Led Dairy and Frozen team, becoming top 2 of the company with 12% proportion (no trader).</li><li>- Re-build a reasonable hierarchy for Dairy and Frozen.</li></ul>

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### ■ Manager of DAIRY AND FROZEN – LOTTEMART VIET NAM

Duration: from Mar-2015 to Aug-2022

Report to Category Lead.

- Oversaw daily operations, including inventory management and pricing strategies for the dairy and frozen departments.
- Developed and implemented effective merchandising and promotional initiatives to drive sales growth and maximize profitability.
- Led training programs and supervised staff to ensure high-quality customer service and compliance with company policies.
- Negotiated with vendors to secure competitive pricing, optimize product assortment, and enhance overall sales performance.

#### Achievement:

- Led training programs and supervised staff to ensure high-quality customer service and compliance with company policies.
- Negotiated with vendors to secure competitive pricing, optimize product assortment, and enhance overall sales performance.
- Accomplished 100% of sales targets and profit goals annually.
- Make the right and timely decision to stop selling powdered milk products for babies under 2 years old, reduce the high stock ratio, and focus on developing other potential product groups.
- Reduced non-moving stock of powdered milk from 6 billion to 90 million.
- Successfully supported the opening of LotteMart Can Tho, Go Vap, Nha Trang, and Cau Giay.

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### ■ Manager of BEVERAGE AND ALCOHOL – LOTTEMART VIET NAM

Duration: from Aug 2012 to Mar-2015

Report to Category Lead.

- Promoted new product launches to drive sales and enhance customer satisfaction.
- Analyzed market trends to optimize product assortment and pricing strategies.
- Collaborated with vendors to negotiate favorable terms and secure competitive pricing.
- Developed creative marketing campaigns to increase brand awareness and drive consumer engagement.

#### Achievement:

- Achieved 100% of sales and profit targets annually.
- Effectively controlled inventory and minimized goods loss.
- Successfully opened and managed 7 LotteMart stores in Dong Nai, Da Nang, Binh Duong, Phan Thiet, Ba Dinh, Vung Tau, and Tan Binh.

### ■ Assistant Manager – BIG C (currently GO!VietNam)

Duration: from Jun-2011 to Jun-2012

Report to Category Manager.

- When I graduated from university, I interned at Big C's Purchasing Office and became a Purchasing Assistant.

## EDUCATION

Duration: from Sep-2007 to Apr-2011

Bachelor of Human Resources

University of Labor and Social Affair (ULSA)

## SKILL

- Leadership and team management
- Business strategy development
- Financial management
- Merchandising and inventory control
- Communication and negotiation skills
- Coaching and staff development
- Market analysis and strategic planning
- Brand development and promotional strategy

*I look forward to the opportunity to work with you*

*Thank You Very Much*