



CHAU HAI THO

BUSINESS DEVELOPMENT & OPERATION



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District 7, HCM City

EDUCATION

- **Business Administration – University of Technology** (2011 – 2013)
- **Foundation of Project Management** (May 2024) *Verified Certificate: Coursera Project Management*
- **Power BI Course – Extracurricular,** (April 2024)

SKILLS

- SAP | Oracle | Magento | MMA System | Power BI
- Strategic Planning | Business Analysis | P&L Management
- Vendor Management | Inventory Control | Campaign Execution
- Team Leadership | Cross-functional Collaboration | Operational Excellence

LANGUAGE

- English: Professional Working Proficiency

ACCHIEVEMENT

- Spearheaded iPhone product expansion → **Booted sales by 20% within 3 months.**
- **Awarded Outstanding Employee of the Year 2022** for cross-functional performance
- **Led improvements in Movi Sales App UX** → increased user engagement and system efficiency.
- **Recognized for flexibility** in supporting multiple departments during critical transitions (2016).

Professional Summary

Dynamic supply chain & merchandising professional with over 10 years of experience in retail operations, vendor management, and omnichannel strategy. Adept at leading cross-functional teams, optimizing inventory flows, and executing data-driven decisions to drive profitability. Seeking a leadership role to contribute strategic insights and operational excellence in a forward-thinking organization.

Work Experience

MERCHANDISING TEAM LEADER

MOVI LTD COMPANY | May 2021 – Present

- Managed a cross-functional team of 2 staff, reporting directly to Head of Commercial, Head of SCM.
- Led vendor onboarding and relationship management for 50+ key brands (Samsung, Oppo, Lixibox, FPT, etc.), managing over 3,000 SKUs across multiple retail categories.
- Developed pricing strategies and coordinated promotions to increase competitiveness and improve margin contribution.
- Oversaw full supply chain operations: demand planning, inbound/outbound flow, inventory control, and vendor SLA management.
- Monitored performance KPIs via dashboards; collaborated with Finance on P&L analysis and monthly margin reviews.
- Liaised with Marketing for promotion execution; led sell-in data tracking and trade bonus claim processes.
- Partnered with Tech team to improve app UI/UX, troubleshoot system bugs, and enhance customer-facing features.

SOURCING & MERCHANDISING SPECIALIST

ICARE BENEFITS LTD COMPANY | 2015 – Oct 2018

- Managed full product lifecycle from content setup, pricing, and campaign to PO execution and stock planning.
- Worked cross-functionally with sales, logistics, finance, and suppliers to ensure timely replenishment and smooth RT handling.

REFERENCES

Mr. LE TRONG DOAN

Head | Supply Chain Management

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Ms. LE XUAN HOANG MINH

Manager | S&M

Phone: + 84 909 376 032

- Coordinated fund claims and back-margin processes; verified deal sheets and POSM materials to secure vendor reimbursements.
- Produced P&L and trade reports to support commercial decision-making and target setting.

MOBIVI LTD COMPANY | June 2011 – Oct 2018

SUPPLY CHAIN SYSTEM EXECUTIVE

- Forecasted top-up demand and managed digital inventory planning with Mobifone, Viettel, Vinaphone.
- Handled daily cash flow planning, supplier payment proposals, and PO reconciliation with Finance.
- Analyzed revenue and merchandising reports to support financial accuracy.
- Coordinated with IT to resolve system errors and improve operational process flow.