

VÕ THỊ KIM NHANH

Category Manager

- 0934317447
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- Binh Tan, HCMC, Vietnam

Skill

- Category & Assortment management
- Merchandising strategy
- Communication
- Data analysis
- · Well-organized
- · Market research
- Team-working
- · Ability to learn quickly



Personalities

- Hard-working
- Dynamic
- Flexible
- Easy-adapted



Certifications

2011 English language certificate level B.

2023 Time management

2024 Finance for Non-Finance



Additional information

- With over 5 years of experience in the purchasing & category management, I would like to use my knowledge and experience to do the job effectively. Professional development and being able to become a key employee is my goal.
- · We can do anything if we are full passion & determination.



Education

MAJOR: BUSINESS ADMINISTRATION

Sep 2007 - Jun 2011

Van Lang University

One of the good students have been proposed to write graduation thesis.



Work experience

JUNIOR CATEGORY MANAGER

May 2022 - Present (Report to: Senior Merchandise Manager)

MM MEGA MARKET VIETNAM - B's Mart

Main responsibilities:

- Manage Dairy/UHT milk/Grocery from May 2022 to present.
- Manage and develop strategies to drive department growth following assigned KPI (sales, GP, OI,...)
- Implement 3C analysis (company, competitor, customers) to develop suitable merchandising policy (review assortment, promotion plan,...)
- Negotiate with suppliers to ensure effectiveness of the category management (conditions of trading terms, pricing, promotion timeline, delivery, ...).
- Inventory monitoring and product life cycle optimization.
- Collaborate with relevant team to ensure that display at stores.
- Other tasks that may be assigned by Senior Merchandise Manager.

SCM SUPERVISOR

Mar 2015 - Apr 2022 (Report to: SCM Manager)

KFC VIETNAM JOINT VENTURE COMPANY LIMITED

Main responsibilities:

- Manage & monitor shipping schedule of local goods & imported equipment to ensure sales planning.
- Negotiate the agreements to ensure continuity and cost reductions.
- Inventory management and cost optimization.
- · Build and develop commercial business relationships with suppliers.
- Drive the new sourcing process & find forwarders to book imported equipment shipments.
- Cooperate with the QA department to audit the factories of local food suppliers.
- · Manage team to ensure assigned KPI.

Recognition and Gains:

- 2020: Be promoted from senior purchasing executive to SCM supervisor.
- 2018: Be promoted from purchasing executive to senior purchasing executive.

MERCHANDISER (GROCERY)

Mar 2012 - Apr 2015 (Report to: Merchandise Manager)

SHOP & GO COMPANY

Main responsibilities:

Manage and develop strategies to drive growth for the department

Creative Problem Solving
Skills

2024

- Implement 3C analysis (company, competitor, customers) to develop suitable merchandising policy.
- Negotiate with suppliers to ensure effectiveness of the Merchandise roles in term of contract, assortment, pricing, weekly and yearly promotion, distribution, ...
- Establish targeted sales, gross profit of goods trading.
- Propose plans and regulations related to the display of goods at stores.
- Co-ordinate all the departments relating to stock & product's exposure.
- Other tasks that may be assigned by Merchandise Manager.

PLANNING OFFICER Mar 2011 - Mar 2012 (Report to: Planning Manager)

NIDEC VIETNAM CORPERATION

- Receive the customer order, check capacity accordingly and perform materials requirement planning.
- Process the purchase orders to the suppliers as per calculated.
- Coordinate with related department issues to be resulted in good production planning.
- Control the material and maintain inventory level stipulated.- Closely follow up outstanding orders.
- Daily monitor output from production, to have immediate action in case of any changes in production schedule, raw materials delivery time, etc. which may affect to customers delivery time as well interrupt production.

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