



林成达

LAM THANH DAT

CONTACT DETAILS

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CORE STRENGTHS

- Critical thinking
- Problem solving
- Planning
- Creative
- Languages

CERTIFICATION

- Proficient in English
- Limited proficient in Chinese
- Microsoft Office 2016

INTRODUCTION

Presence of values is always my working mindset. I am passionate & strengths about E-commerce, Key accounts managing, Sales B2B, Multilingual languages and result-oriented mindset

ACADEMIC HISTORY

NGUYEN TAT THANH UNIVERSITY
BUSINESS ADMINISTRATION - MAJOR IN
INTERNATIONAL BUSINESS

- GPA: 3.34/4.0
- Achieved scholarship for Academic achievement (2019)
- Participated in start-up contest held by Faculty of Business Administration

EMPLOYMENT HISTORY

Onpoint Ecommerce (Top 1 Enabler Ecommerce In Vietnam, 2024)

SENIOR KEY ACCOUNT MANAGEMENT (JULY 2024 - Present)

Main activities and responsibilities

- Building monthly strategic commercial plan (target/scheme/voucher plan/campaign) to grow sales for assigned brands on Lazada and Shopee
- Creating product assortment (single sku/combo sku/ competitive price/gift/discount) to meet a diverse of customer demand
- Managing & keep track warehouse to manage available stock/ nearly expired goods/ Slow moving inventory
- Ensuring and executing quality deals to submit Mega/Campaign/CBMO/BMO/livestream to maximize sales
- Evaluating media ads performance based on ROI, Investment, total budget

Achievements

- Total NMV Mars Wrigley (M&M, Cool air, M&M...) increased by 34% from 205k USD to 274k USD (H2.2024 vs H1.2024)
- Total NMV ABF achieved over 10k USD/month from launching September 2024

Ahamove Corporation (Top 2 on-demand delivery in Vietnam, 2022)

KEY ACCOUNT EXECUTIVE (August 2022 - Sep 2023)

KEY ACCOUNT SPECIALIST (Oct 2023 - June 2024)

Main activities and responsibilities

- Managed and set relationship connection with key accounts (total~2B/month)
- Consulted and customized operation models to reach customer requirements
- Engaged in negotiations, contracts, and long-term partnerships with many businesses to ensure mutual success
- Collaboration with other stakeholders to deploy operation and marketing projects
- Cost management to secure monthly budget team

Achievements

- Best sale of month in Key Account team (5 months)
- Contributed largest gsv on warehouse and truck B2B projects
- Onboarded top brands such as Onpoint, MykingDom, Lime Orange, Unifarm, Fruitsco

Tiki Corporation (Most trusted e-commerce platform in Vietnam, 2020)

CROSS BORDER KEY ACCOUNT ASSOCIATE (June 2021 - June 2022)

Main activities and responsibilities

- Researched and analysed data market trends to onboard new product assortment
- Consulted partners to improve store decoration and collection features
- Build plans with sellers on sales, campaign, selections, ops improvement
- Tracked and analysed many metrics such as nmv, traffic, conversion rate, operation metrics to make decisions

Achievements

- Reached target 129% in Sep 2021 and 102% in Nov 2021
- Recovered some sellers with peak revenue in last 3 months and increased 10% month over month