



NGUYEN QUOC KHANH




FOOD & BEVERAGE CONSULTANT

PERSONAL PROFILE

A gastronome who wants to dedicate his heart to cuisine and bring delicious food to people.

A creativest trying to add an aesthetic vibe to the way of living.

CONTACT

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SKILLS

- Market research
- Data analysis
- Cooking and culinary
- Exceptional team-working
- Oriented development
- Intermediate English communication

EDUCATION

HCM University of Technology

- Bachelor of Food Technology, 2013

WORK EXPERIENCE

KFC VIETNAM, R&D Supervisor

MAR 2021

- Researching, developing, and innovating the KFC menu
- Market research about F&B trends, competitor
- Operational optimization, training new products
- Implement and launch ALOHA system

Achievement:

- Best cook of Asia - KFC Global Meeting
- Developing and launching Chocolate Almond Egg Tart, K-pop Chicken, Golden Lava Taro, Beijing Wrap, New KFC Pasta, Milk Cacao, Nanban Chicken Rice...

FREELANCE R&D EXECUTIVE IN F&B SEGMENT

DEC 2019 - DEC 2020

- Collaborate with 7-Eleven Vietnam; Ofood; TooCha
- Oriented brands development
- Conduct market research and new products development
- Build the relationship with strategic partners: Grab, Now, Baemin, Gojek, Momo, Lazada, Shopee, Meete...
- Propose development plans, promotions, report sales performances

Achievement:

- 7-Eleven: The new product - Banh Mi Que reach 100th top-ranking best seller
- Ofood: New brands - "Yo!Chicken" and "Life Coffee & Tea" are launching successfully
- TooCha: Promotion cost decreases from 27% to 12% in 3 months


MAROU CHOCOLATE CO., LTD, Sourcing & Warehouse Executive

MAR 2018 - DEC 2019

- Search for the new resources, connect with pod farmers
- Supervise the warehouse of raw beans at the factory
- Evaluate raw materials and finished products

Achievement:

- Found the new cacao resource and successfully built a new area of fermentation in Lam Dong



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ANNAM GOURMET, Senior Seller

JUNE 2016 - AUG 2017

- Take part in supermarket setup
- Launch and supervise Fish & Meat, Frozen and Sweet counter
- Launch MKT promotion plan

Achievement:

- Rising sales of Fish & Meat counter from 100 million to over 300 million in 2 months

VINA CACAO, R&D

FEB 2015 - MAY 2016

- Research and develop new cacao products, new herb drink products
- Supervise the 3rd company when processing new products
- Build the relationship with suppliers and control the quality of their materials

Achievement:

- Successful development of the alcohol detox drink Hovenia
- Inovating for chocolate bar (Starbucks)

BINH VINH COMPANY, R&D

2014 - 2015

- Research and develop new cake products, especially mooncake
- Build the relationship with suppliers