



# HUỖNH HỮU KHANH

## Contact

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- 139 Phan Văn Năm, Phú Thạnh, Tân Phú

## Education

- Bachelor's Degree in Business Administration | Hong Bang University | 2017
- Office Informatics Certificate - Level B

## SKILLS

- B2B Sales & Client Acquisition
- Negotiation with Factories & Purchasing Managers
- Order Management & Sample Tracking
- Sales Forecasting & Revenue Growth
- Contract Drafting & Debt Collection
- Strong Relationship Building with Clients
- Understanding Factory Workflow & Production Coordination

## Language

- Vietnamese: Native
- English: Elementary

## Professional Summary

- With over 5 years of experience in B2B sales and industrial solutions development, I am seeking to transition into the field of site development, where I can apply my skills in market analysis, contract negotiation, and project management to support the company in identifying and developing strategic locations.
- I believe that my background in working with suppliers and corporate clients will enable me to contribute effectively to the process of expanding branch networks and ensuring that each new location aligns with the company's sustainable growth strategy.

## EXPERIENCE

### SALES ENGINEER | TNT TECHNICAL TRADING CO., LTD & WATRECO ENVIRONMENTAL TECHNOLOGY COMPANY LIMITED | Sep / 2022 - Present

#### Industry: Water Treatment - Environment

- Trading in materials Valves - Pipes - Accessories, industrial equipment & RO water treatment systems, chemical pipelines, maintenance .....
- Searched for and scheduled appointments with new customers in Ho Chi Minh City, Dong Nai, Long An, and Binh Duong.
- Work directly with the Engineering, Maintenance and Purchasing to advise on suitable products.
- Work directly with Business Owners, Project Managers, Factory Technical Managers, Farm Owners to advise on water treatment solutions.
- Calculated costs, tracked revenue, managed orders, invoices, and shipping terms.
- Maintained and developed relationships with existing customers; monitored their needs for timely quotations.
- Updated order progress and sales reports; negotiated favorable contract terms.
- Attended industry seminars, trade fairs, and internal training sessions to expand knowledge and connect with potential clients.
- Collaborated effectively within the team and reported regularly ( weekly, monthly, yearly) to the Director.

#### Achievements:

- Secured projects with Anh Nhung Chicken Farm, Ngoc Maxinutri Co., Khanh Hoa Mineral Water Co.
- Acquired new clients: Smart Vietnam, Colusa-Miliket, Hanoi Beer, Menchuen, Sepzone, Legendary Vietnam, ISUZU.
- 2024: Avg. sales at 119.67%; peak months: 322m 255m 95m.

**SALES EXECUTIVE | VIET ASIA INVESTMENT & DEVELOPMENT CORPORATION |  
Nov 2021 May 2022**

**Footwear Sector**

- Sold PU, EVA, and TPR shoe soles to footwear manufacturers, factories, and brand partners. Managed B2B relationships with footwear manufacturers and sourcing teams.
- Conducted customer prospecting, arranged factory visits, and consulted on material options. Coordinated sample development process, tracked production timelines, and ensured technical requirements were met.
- Presented product samples, negotiated pricing, closed contracts, and supported order follow-up.
- Plan & reported regularly ( weekly, monthly ) to the Director.

**✓ Achievements:**

- Increase revenue with customers: Y M T SAIGON, CASUM SHOES JSC, 26JSC
  - Maintain monthly revenue of ~320 million VND with a target of ~454 million/month
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**SALES EXECUTIVE | FOUR SEASON VINA CO., LTD | May 2018 Apr 2021**

**Garment Accessories**

- Sold garment trims and accessories such as buttons, snaps, hooks, zippers, and ribbons to garment manufacturers and factories.
- Developed customer relationships through direct meetings, referrals, and consistent account follow-up.
- Collaborated closely with sourcing, R&D, and production teams to ensure accurate sample development and smooth order processing.
- Provided technical consultation on product compatibility, quality standards, and production feasibility.
- Coordinated order tracking, delivery schedules, and post-sales support.

**✓ Achievements:**

- Successfully built and maintained accounts with Hung Phu, Binh Phu, Nha Be, Thao Uyen, Thuan Phuong, APG, and Motives.
- Consistently achieved a monthly sales target of 200 million VND.

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**REFERENCES**

**Mr. Lê**  
FOUR SEASON VINA/  
SALES MANAGER  
**Phone:** 090.813.3996

**Mrs. Kim Thoa**  
TNT TECHNICAL TRADING CO.,  
LTD / Chief Accountant  
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