



# Trần Nguyễn Thu Vân

Business Development Manager

## Work Experience

### SMARTLOG - WMS/TMS SOLUTION

2023, COMMERCIAL & BUSINESS DEVELOPMENT MANAGER

- Conduct on-site surveys for proper solution requirements and offer necessary product knowledge and technical expertise translating into successful sales.
- Maintain full lifecycle of sales process from prospecting to closure. (typically survey, design, develop, program, test, modify, review, document, install, train, support live, follow-up, etc.)
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Develop partnerships to collaborate and maintain good relationships to ensure services are always well implemented with partners.

### INNOVATIVE HUB - [REDACTED]

2022, ECOMMERCE CONSULTANT MANAGER.

- Identify and onboard new Sellers and assist Sellers to drive sales generated from selling on marketplace: B2B - [REDACTED], B2C - Shopee, Lazada, [REDACTED] & Cross-selling.
- Establish strong connections with local government: Vietrade, ITPC, business associations, and enterprises to explore more business opportunities, and organize business community events, Tradeshow, Webinar, Coffee talks.
- Build team, training and motivate team members. Monitor team performance.

### KOOTO - SMARTPOS

2020 - 2021, BUSINESS DEVELOPMENT MANAGER

- Communicate and collaborate effectively with partners to execute campaign strategy: Shopee, Lazada, Tiki, Sendo,...
- Connect, sign contract, system integration E-wallet partner: Momo, VNpay, Zalopay, Smartpay.
- Looking for signing - collaborate effectively - generate suitable idea with B2B to increase the growth/awareness.
- Build team, training and motivate team members. Monitor team performance.

### MOMO E-WALLET - M\_SERVICE

2018 - 2019, BUSINESS DEVELOPMENT LEADER

APR 2017, BUSINESS DEVELOPMENT EXECUTIVE

- Looking for signing - new transaction points cooperation
- Build strategic plan, set KPIs for each member & manage Sale Team to meet the KPIs for months, quarters and years.
- Managing existing MoMo partners (brands and SME merchant )

## Education

2013 - 2017| **majoring in Banking and Finance**

College Of Foreign Economic Relations, 2017

## Profile

- I have a clear, logical mind with a practical approach to problem-solving and a drive to see things through to completion. I have a genuine interest in Business Management and making organisations successful. Extremely motivated to constantly develop my network and value. I am confident in my ability to come up with interesting results for unforgettable campaigns.
- Momo is one of "the strongest" Fintech companies, which my first job, inspire me in motivation, energy in life and work, you can do everything you want as you try and effort like running everyday the more you learn, the more you earn.

## Skills

- The ability to work under pressure and multi-task, follow instructions and deliver quality results.
- Successful working in a team environment, as well as independently.
- Have Database, experienced working multi categories: FnB, Retails, Spa, Agriculture...

## Contact

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