



LE TRUNG DZUNG
Sales Manager

In today's highly competitive and fast-paced market, organizations need strong and aggressive sales leadership to meet ever-changing business development goals. I am certain I can contribute this level of performance to your team, and I invite you to consider my qualifications and experiences.

I'm a sales strategist with extensive experience in the fields of distribution - retail, telecommunications services, information technology infrastructure solutions & equipment. In addition, I have strong organizational leadership and decision-making skills, able to immediately contribute to the Enterprise's operations and business development.



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PERSONAL INFORMATION

Sex [REDACTED]
Date of birth : 16/12/1989
Marital Status : Married
Nationality : Vietnamese

CONTACT INFO

Phone [REDACTED]
Email [REDACTED]
Home My Dinh Urban Area, Nam Tu Liem District, Hanoi, Vietnam

ACADEMIC LEVEL

Master of Business Administration
Hanoi University of Science and Technology
Bachelor of Banking and Finance Institute
National Economics University

SKILLS

Ability to work independently and in a team
— — — — —
Communication, presentation and training skills
— — — — —
Human Resource Management Skill
— — — — —
Ability to solve problem
— — — — —
Negotiation and Persuasion Skills
— — — — —

CAREER OBJECTIVE

- ✓ Short-term goals: Continue to develop your career in the field of Information Technology. A professional and highly competitive working environment helps maximize abilities and experience, improve business efficiency and help businesses develop.
- ✓ Long-term goals: Have general and in-depth knowledge of many IT fields. Build your personal brand in the technology industry and become a core manager of the organization.

CAREER INFORMATION

Level : Manager
Salary : \$2000
Industry : Sales / Business Development; Information Technology; Software/ Hardware / Network
Work location : Ha Noi

WORK EXPERIENCE

Years of Experience: 14 years

Current Level: Manager

CAREER HIGHLIGHTS

1. ORGANIC VIETNAM

- ✓ Won the title of good manager at the regional level for many consecutive months and won the title of good manager at the national level in 2012.
- ✓ Appointed to the position of Sales Manager after 1 year of working.

2. MOBIFONE PLUS

- ✓ First prize in the 2016 Corporate Level Creative Idea Contest
- ✓ Many rewards in union activities; Youth Union at the level of companies and corporations.
- ✓ Always complete tasks well when assigned, well evaluated by leaders in quarterly capacity evaluations.
- ✓ Regularly leading the country in the target of completing the production and business plan on the assigned target. Rated as the best ASM in the whole system.

3. CMC TS

- ✓ First prize in the Corporation- level solution contest in 2021.
- ✓ Newly built & successfully deployed the array of E- Commerce solutions for many large customers.
- ✓ Successfully deployed many key and typical projects in the field of digital transformation solutions for the Company's strategic customers... helping to improve the competitiveness of CMC TS.

4. SOCIAL ACTIVITIES

- ✓ The Executive Board of MobiFone Youth Union actively participated in mass, social, cultural and artistic work and was rewarded by the company.
- ✓ Having a lot of experience in organizing teambuilding, summer travel, vacation, MC program...
- ✓ Head of Communication Department of the Charity Club Bup Mang Non with more than 500 volunteers, participating in many charity programs for poor children across the country, coordinating with Buddhist groups to organize summer retreats for local children, Hanoi city and neighboring provinces.

WORK EXPERIENCE

❖ **7/2023 – Now: Sales Manager - ALLIED TELESIS VIETNAM**

- Sales representative of Allied Telesis in Vietnam.
- Focus on strongly exploiting Healthcare, Manufacturing and Government customers.
- In charge of developing and managing partner channels (Reseller & Authorized Partner)
- Deploy training and share knowledge about products and solutions for partners as well as support partners in consulting and implementing projects for End Users.
- Carry out tasks to ensure assigned KPIs.

❖ **03/2019 - 6/2023: Head of Business Unit - CMC TECHNOLOGY & SOLUTION (CMC TS)**

- Consulting and implementing projects to provide IT infrastructure equipment and digital transformation solutions for Healthcare customers and Large businesses in Vietnam.
- Focal point to work with new suppliers (LinkedIn; Elastic...) build products, services and sales programs suitable for the Vietnamese market.
- In charge of all digital transformation products and solutions made by CMC for customers and internal units within the group.

❖ **12/2013 - 2/2019: MOBIFONE PLUS**

Area Sales Manager

- Responsible for the operation and business results of the MobiFone retail store system in the North.
- Develop monthly/quarterly/yearly business plan. Guide, supervise and evaluate the business promotion of the stores in the management area, ensuring the best results according to the set plan. Continuously leading nationwide in business results in evaluation periods.
- Recruiting and training to ensure the quantity and quality of personnel in the Northern system (120~150 employees)
- Check, supervise and manage the human resource system in accordance with the process, regulations and operate according to the company's development orientation and strategy.
- Analyze and evaluate products, prices, sales policies of competitors and markets to advise senior leaders to build products and sales programs for the system.

Business professionals

- Administering Vas network MobiFone services, implementing promotions, communication services.
- Managing partners (CP) deploying service provision cooperation with VinaPhone, MobiFone, Viettel, Vietnamobile carriers.
- Managing partners for business development and deployment of digital services (on- demand & subscription), Payment gateways, Scratch cards.

❖ **3/2011 - 11/2013: Sales Manager - ORGANIC VIETNAM**

- Building and developing brands for FMCG products of Nature's One's (USA) in Vietnam.
- Develop a system of distribution channels & sales promotion marketing campaigns.
- Manage and support the sales team to perform tasks that ensure the organization's business targets.

REFERENCES

MobiFone Plus

Mr. Nguyen Van Ninh

Retail Chain Director

Email:

CMC TS

Mr. Nguyen Kim Cuong

Deputy General Director

Email:

Allied Telesis Vietnam

Mrs. Nguyen Thi Dieu Ngan

Local Director

Email: