

## ABOUT ME

- My name is Tran Thi My Linh,
- But, I usually introduce myself by the name “Kiến Lin”, with “Lin” is from my true name, and “Kiến” means “Ant” in English – a tiny animal but hard-working, diligent, brave, and specially can hold a huge strong to assume a heavy objects 50t times its body. And through this name, I would like to express my principle of life that is always being self-respecting, self-love, confident and work hard to giving my best even when I’m just a small link in the big system.



## MIND SET

- My ideal woman type is beautiful-outside and intelligent-inside. I love fashion, I love make-up. I spend much time to learn the way to making me to be more beautiful everyday. People say “Don’t judge a book by its cover”, but with me, beauty is also a name of intelligence and professionalism. Specially, my main-job, the same my career orientation is Sale-Trainer and have to appear in front of the crowd, so beside a nice and inspirational speech, the outfit also very important to create comfort and excitement for others.
- I like reading books and learning new things, and then systematizing useful contents and sharing them with other through my videos or posts on my youtube and facebook channels.
- My facebook link: Kien Lin [REDACTED]
- My youtube link: Kiến Lin [REDACTED]
- My favorite author’s: Thu Giang – Nguyễn Duy Cần (living-mindset), Brian Tracy, Jordan Belfort (Sale),...
- I love to teach my son study, because do you agree with me that the hard task on the world is teaching our children study. You need to be patient, simplify all the knowledge, and giving specific illustrative examples to explain a problem for a kid. And It’s the most effective way for practicing training and coaching skills.

## EDUCATION

- HCM University of Law: Bachelor of Civil Law (2012 – 2016)
- Sun And Moon Accademy
- + Professional MC
- + Pro- Speaking (Public Speaking)
- + Train Your Voice (Voice Talent)

## SKILLS

- Good communication, confident
- Strong experience in training
- High level of competence in presentation and excellent verbal and written communication skills.
- Strong leadership
- Good task and time management
- Having a supporting mind, attention to details
- Project management
- Create content

## EXPERIENCE

**07/2024 – Present:** Cosmestic Trainer  
Menard Spa & Cosmestic

- Responsible for issues related to training and coaching of the Sales Staffs team: product knowledge, customer consulting skills, sales skills, operating procedures
- Periodically check the knowledge that has been trained for employees, ensure that all employees have a firm grasp of all product knowledge
- Draft training content, products provided for use in the training and coaching process of the sales team.
- Training new employees: ensure that employees are trained in all product knowledge within the first week of employment
- For new Chando products: translate documents and plan employee training according to the product launch schedule, provide product knowledge training to relevant departments and GT sales team

**08/2022 – 01/2024:** Senior Sales Trainer  
Punar Cosmestic – Brand C’choi  
Authenticator: CEO Bao Quynh - [REDACTED]

- Plan ongoing training and documentation on C’Choi products as well as other products manufactured at the Punar factory
- Plan and implement other training programs according to each time and the needs of distributors
- Arrange training programs and manage mandatory training processes
- Marketing support in kick-off programs and new product launches.
- To contribute to Region and Training projects, regional training needs, evaluation analysis, update of training programs, action plan on training and coaching to achieve retail KPIs.

**12/2022 – Present:** Collaborating Lecturer  
MBB Retail (MBB) Cosmetic – Brand MINE  
Authenticator: KAM Minh Tien - [REDACTED]

- Provide detailed product knowledge training to sales agents (Products such as perfume, deodorant, shower gel, shampoo and scent products).

**06/2019 - 06/2020** and WFH with Company to present:  
Sale and Sale Trainer – BCA Solution (Droppii VN)

- Telephone sales of cosmetic products
- Recruiting and training sales team personnel
- Participate in organizing workshop programs at product showrooms

**08/2017 - 01/2018:** Telesale – Topica Native (NativeX)

Authenticator: Leader Ali Rose - [REDACTED]

Consulting online English courses.

**02/2017 – 07/2017:** Sale Executive – PGSM

Consulting on master of business administration courses.

**02/2016 – 02/2017:** Loan Application Appraiser – Mobivi