

CONTACT



JAMES DO

DO, THE TUAN ANH

ABOUT ME

“Experienced Business Development with a demonstrated history of working in the information and communication technology and services industry;

EDUCATION

- 2008 – 2012**
International Business and Trade
KYUNG HEE UNIVERSITY
South Korea
- 2007 – 2008**
Korean Language & Culture
KYUNG HEE UNIVERSITY - IIE
South Korea
- 2000 – 2005**
Faculty of Marine Transportation
VIETNAM MARITIME UNIVERSITY
Vietnam

LANGUAGES



STRENGTHS

Problem-solving Persuasive
Professionalism Creativity
Networker Positive Attitude

EXPERTISE



WORK EXPERIENCE

- MAY 2021 – ON GOING** | Vietnam
Country Sales Manager | Honeywell Building Solutions
HONEYWELL VIETNAM
 - Lead the business development of Honeywell HBS:
 - Connected Building (Security; Fire Solutions; IBMS; Energy Services, Guest Experience; Space Utilization.)
 - Connected Airport (Flight Information Display System – FIDS; Airfield Ground Lighting; Visual Docking Guidance System; Airport Operation Control Centre.)
 - Connected Cities (Smart Cities; Smart Industrial Park.)
 - OT Cyber Security
 - Partner with potential customers, establishing relationships & maximizing the business potential for both parties;
 - Engage customers at all levels in any organization including executive level decision makers;
 - Engage early in the customer buying process to discover customer needs Honeywell can fulfill and/or influence customer specification prior to bid;
 - Dissemination of key messages, initiatives and information pertaining to the value Honeywell brings to targeted customers, opportunities, and solutions;
 - Continuously identifies new sales opportunities and focuses on providing consultative support by building value propositions for the customer;
 - Manage and build customer contacts; focal point for relationship strategies, sales plans, proposal strategies, contract negotiations for pursuits.
 - Involved some large projects: Lego Vietnam Factory, Long Thanh International Airport, The North Hanoi Smart City, VSIP Smart Industrial Park, Sungroup Smart Island, Kieng Giang and An Giang Smart Cities, New Lotte Mall Hanoi, Lotte Eco Smart City (HCMC), Urban Flood Management System (HCMC) etc....
- NOV 2016 – APRIL 2021** | Vietnam
Senior Professional | Business Development
SAMSUNG SDS VIETNAM
 - Lead the business development of Samsung SDS solutions:
 - Smart Manufacturing Solution (Nexplant MES, WMS);
 - IoT & Bigdata Solution (BMS, IBS; Home IoT – Smart Doorlock, Video Intercom; Smart Cities);
 - Smart Building Solution (BMS, IBS);
 - Identify new business opportunities, define targeted customers who may have a demand for SDS solutions, products and services;
 - Coordinate activities to develop solutions / products / services which meet the needs of targeted customers. Market research activities to understand the needs of targeted customers;
 - Implemented the market strategies for the region by understanding the market trends and regional business environment;
 - Develop and maintain a good working relationship with internal Samsung customer (SDSHQ – SEV – SEVT – SEHC – SECL – SEMV), external Samsung customers;
 - Establishing and owning the plans and strategies aimed at serving and expanding the customer sales base in their assigned area;
 - Established Strategic Partnership between Samsung SDS and CMC Corporation, Samsung SDS splashed out \$40 million to buy 30% of CMC Corporation, the second-largest IT company in Vietnam, to jointly develop AI and Internet of Things solutions.
 - Manage and build customer relationship with: Thaco, Hyundai TC, Polycy, Tan Hiep Phat, Taekwang Vina, TH Milk, Becamex Tokyu, Vinamilk, TH Milk, Trung Thuy Group, Park City, Starlake, Son Kim Land, TCG Land etc..
- JAN 2015 – NOV 2016** | Vietnam
Business Deputy Manager | Business & Marketing
DAEWOO E&C (THT) - STARLAKE NEWTOWN PROJECT – 100% FDI
 - Research and analyze real estate market at all sectors, competitive projects and targeted market of the company's project;
 - Update and analyze related laws and regulations on real estate business;
 - Make development plan and business plan & strategy for the whole project;
 - Approach potential customers, present project information and its investment value of the company's products including residential products and commercial land for sub-investors;
 - Keeps contact with potential investors including residential buyers and commercial sub-investors;
 - Involved in various tasks and projects about contents and services marketing;
 - Pre-sales and marketing activities, brand launching event/ground breaking ceremony... for further residential sales launching.
- MAR 2012 – DEC 2014** | South Korea
Assistant Manager | Overseas Business & Planning
DONGWOO
 - Develop initiatives to increase sales and market development activities;
 - Dealing with inquiries and procedures;
 - Maintain customer relation, information collecting, looking for partners; uncover the needs, deliver the best solution that helps customer solve their needs;