

# LE THUAN AN

1248 Huynh Tan Phat Street, Dist. 7, HCM City | [REDACTED] | [REDACTED] (Zalo)



*Experienced in Business/ Project Development Manager, with over 18 years in sales related position, i have had chance of working with almost industries in Vietnam. Strong skilled in Researching Product, mapping with Market Research, Identify Target Customers, Wholesale Channel, Building Trust, Analyze & Process to Create Opportunities of Sales, Account Management.*

*I am here to make you difference, let challenge me.*

**OBJECTIVE** | I would like to contribute my abilities to bring value & keep commitment to the society as well as build the better world. At one of the most creative, challenging and professional environment, combining my ability to work under highest pressure and strong effort to achieve organization's goal and also willing to learn. :-)

## SKILLS & ABILITIES

### WORKING SKILLS

- ✓ Strong skill in **training, monitoring and motivating** team to reach sales target,
- ✓ Strong skill in **researching product's benefit, target market size, target customers, customer insight, main manufacturing procedure, competitors.**
- ✓ Strong skill in **create, manage strong relationship with key customers.**
- ✓ Strong skill in **leadership, risks analysis, problem solving and time management**, with the ability to **implement multitasking** in a time sensitive environment.
- ✓ Strong skill in **building trust** of customers, analyzing customer insight, suggesting solutions to reach client's needs, especially fastidious person.
- ✓ Strong skill in **logical thinking.**
- ✓ Strong skill in **planning, implementation, checking and collecting result, analyzing to fix problems** occur for development time by time.
- ✓ Good skill in **communication** and **interpersonal** skills to develop business opportunities.
- ✓ Good skill in **self-disciplined, individual and team working** with deadline.
- ✓ Good skill to work well under **highest pressure** with **strict deadlines, flexibilities to work overtime hours** as per business requirement.

### LANGUAGE AND COMPUTER SKILLS

- ✓ Experience in **CRM, HRM, Microsoft Office, Outlook, MS team, Photoshop.**
- ✓ Vietnamese native proficiency.
- ✓ Communicate in **English** (High Intermediate Level – IELTS 4/ TOEIC 500-600).



**STOCK CO. - B2B SALES** - report to general director.

ACHISON JOINT STOCK CO is a core distribution in south of Viet Nam market for safety manufacturer corporations such as: 3M (all sub brands in Safety, PSD, ESD), Honeywell (all Safety sub brands), Dupont, Drager, Ansell, Lakeland, Koken, Bullard, Milwaukee, etc. Who's manufacture wide range of safety equipment using in many industries worldwide.

**Scope:**

- ✓ Researching products, potential market, competition, market share in region nominated. Responsible for the entire sales process to ensure KPI that enable the business strategy to meet annual targets with a strong emphasis on new business sales.
- ✓ With company business strategy, planning actions, implementation, checking result and improve timely to meet target revenue which is suitable with market demand.
- ✓ Identify potential customers in all target potential industries, identify key person, related department, create strong relationship with prospective channel partners.
- ✓ Create sales opportunities based on customer insight, suggest solutions, negotiate and monitoring sales contracts, PO, forecast and manage stock.
- ✓ Monitor, motivate, planning to improve and keep strong relations with existing accounts and dig more contacts from current relations for developing business opportunities.
- ✓ Driving sustainable business growth, collaborate with marketing department to suggest plan to reach market demand.
- ✓ Training end user, distributor in technical.
- ✓ Assess & manage risk, checking product's quality, solving problems when occur.
- ✓ Planning specific business strategy for every customer to get back lost customers. Based on competitors analyzing compare with company's inner strengths, find solutions and implement actions to fight.
- ✓ Monitor and motivate 2 business development staffs, 1 admin, collaborating with 3 sales managers with 5 sales leaders, 20 sales staff to help Achison reach over target revenue (30,000,000 USD/year by 2021).

**Achievement:**

- ✓ **Create strong relationships and high reputation with over 500 new companies in almost industries in Viet Nam such as: Oil & Gas, F&B, Automation, Metal, Wood, Packaging, Shoes Garment, Construction, Chemical, Electric, Hospital & Pharma, Safety Dealers, etc.**

- ✓ Some outstanding customers are: Intel, Samsung, Heineken, Olam, Cargill, CP Group, Rosneft, PTSC, PVD, PVGAS, PVEP, NSR, BSR, Petrolimex.
- ✓ Successfully create new relationship with EVN group – Genco 1, 3, won project with 200.000 USD (Duyen Hai Thermal Power Co), 200.000 USD (Vinh Tan 2, 3 Thermal Power Co), 100.000 USD (Phu My 4 Thermal Power Co), - Oil & Gas: 200.000 USD (PVGAS), 300.000 USD (PVEP POC), 100.000 USD (NAM CON SON Pipeline Co), 400.000 USD (BSR), 200.000 USD (NSR), 100.000 USD (Total Energies Cambodia), etc.
- ✓ Open and create strong relationship with new target customers such as: Sabeco - 16 Factories (800.000.000 USD target revenue), Greenfeed - 6 factories (200.000 USD target revenue), VASEP specifically Vinh Hoan and Hung Ca (2.000.000 USD target revenue).
- ✓ Reach over revenue target [REDACTED] USD/ year). Achieved hot rewarded and raised salary 120% immediately from BOD in 2020.
- ✓ Successfully improved 1 new sales man to be a best seller, he is working as Account Manager, ISV and DNB at Amazon Web Services (AWS), Amazon VIET NAM.



**Sep 5<sup>th</sup>, 2017– July 31<sup>th</sup>, 2018: REGIONAL SENIOR SALES LEADER, XUYEN DONG DUONG TRADING AND SERVICES CO., LTD – B2B SALES** - report to regional sales manager

XUYEN DONG DUONG TRADING AND SERVICES CO., LTD is a representative distribution in Viet Nam market for safety manufacturers corporations such as: 3M/Scott, 3M/Protecta, Skylotec, Industrial Scientist, Protector, MAPA, Ansell Microgard, etc. Who's manufacture wide range of safety equipment using in many industries worldwide.

- ✓ Handle Ho Chi Minh City market, which very important and head of many industries in Vietnam.
- ✓ Analyzing market share, competition in region nominated.
- ✓ Serving and improve relationship exist key accounts, create new customers in almost industries to providing solutions to meet business strategy in region nominated.
- ✓ Issue quotations, monitor purchase orders.
- ✓ Negotiate to complete sale contracts.
- ✓ Training customers in safety solutions and using safety equipment.
- ✓ Assess & manage risks, solving problems when occur.
- ✓ Monitor customer's debt, collaborate with customers to boosting for payment.
- ✓ Training new comer in sales department.

**Achievement:**

- ✓ Create strong relationships and high reputation with over 100 companies in almost industry in Ho Chi Minh City.
- ✓ Some outstanding such as: Hung Thinh Group, Intel, Heneken.

- ✓ Reach revenue target 800.000 USD/Year.
- ✓ Successfully improved a fresh new man to be a best seller, he is working as a sale leader at BUREAU VERITAS CONSUMER PRODUCTS SERVICES VIET NAM LIMITED.



**2016 – 2017: SENIOR SALES LEADER, TAM DUONG TTS CO., LTD. – B2B SALES** report to General Director

TAMDUONG TTS CO., LTD is a monopoly distribution in Viet Nam market for JAPAN corporations such as: SUMITOMO, FUJIKIKAI, HAGIHARA, TOKYO KEIKY, C.I KAISEI, SANYU, TOTANI; Who's manufacture wide range of machine using in packaging industry worldwide.

**Achievement:**

- ✓ Open and create strong relationships and high reputation with 60 companies in packaging industries in VIETNAM.
- ✓ Win project with TOTANI packing machine for 1.500.000 USD (Rang Dong Plastic Joint-Stock Company).
- ✓ Win project with FUJI KIKAI metal printing machine - 3 colors for 2.500.000 USD (Sai Gon Packing Joint Stock Co. -SAPACO).
- ✓ Received praise from the general director of FUJI KIKAI KOGYO CO., LTD.
- ✓ Increasing 10% annual revenue during working time.



**2011 – 2016: SENIOR SALE REPRESENTATIVE, 5S WEAVING CO., LTD. - B2B SALES** report to Sales Manager

**Achievement:**

- ✓ Create strong relationships and high reputation with over 200 customers in Shoes & Garment industry.
- ✓ Some main customers such as Nha Be Garment Corporation - Joint Stock Company (NPC), Garment 10 Corporation - joint stock company (GARCO).
- ✓ Reach target revenue [REDACTED]

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**[REDACTED] – 2011: SENIOR SALES LEADER, HAI KIM LONG MANUFACTURING TRADING & SERVICE CO., LTD. – B2C & B2B SALES** report to Sales Manager

**Achievement:**

- ✓ Created strong relationships and high reputation with the 10 trustful suppliers and over 300 customers.
- ✓ Company's sales out reached 100.000 USD/month.

**2004 – 2006: SALES OFFICE LEADER, SINGAPORE INTERNATIONAL TEACHING CONSULTANCY - B2C SALES** report to Sales Manager

**Key contribution:**

- ✓ Efficiently monitoring 15 sales members.

**Achievement:**

- ✓ Awarded as best performance team of the month, achieved sales target 10.000 USD/month.

**EDUCATION** | **2009 – 2013: BACHELOR OF COMPUTER SCIENCE, UNIVERSITY OF GREENWHICH, ENGLAND, BRANCH IN VIETNAM (FPT APTECH & FPT GREENWHICH, HCMC)**

**Other course 2015 - 2020:**

- ✓ DIGITAL MARKETING, ATHENA APTECH.
- ✓ BASIC ACCOUNTING, UNIVERSITY OF ECONOMICS OF HCMC.
- ✓ X - START UP: CEO ENTREPRENEUR, YUP INSTITUTE ([REDACTED]).

**REFERENC** | **MS. LINH VO, GENERAL DIRECTOR AT ACHISON JS CO.**

[REDACTED] | [REDACTED]

**MS. VIEN, EX - HR MANAGER AT XUYEN DONG DUONG TRADING AND SERVICES CO., LTD.**

(+ [REDACTED] – WHAT APP/ ZALO APP

**MR. ISAMU MORO, EX - DIRECTOR & CEO AT TAM DUONG TTS CO., LTD.**

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