

# Le Anh Tai

Sale and Training Manager

## Profile

The believer in hard work, dedication, will-power, integrity and optimalism.

6 years of diverse experience in coaching and leading Sale Force.

4 years of experience in Sale/Marketing/Business Development.

## Education

Bachelor's Honour Degree, Staffordshire University

September 2005 — October 2009

## Employment History

### Sale and Training Manager at Alma Resort, Ho Chi Minh Branch

November 2015 — Present

- Conduct monthly training courses for Event Team; Tele; Customer Service and Recruitment
- Train and lead "The Warriors" for Sale Force
- Participate in Sale event daily
- Daily closing contracts is a must
- Design sale process.
- Determines training needs by observing each department encounters; studying sales results reports; conferring with sales team.
- Run recruitment campaign monthly
- Managing course's performance and tracking with 90 day plan system

#### Achievements:

- Responsible for training over 3000 employee and 5 managers courses
- Most Significant Contribution of the year 2016.
- Best Employee of the Year 2017
- Design Training System; Sale System; Tele Marketing Process; Customer Service Guideline; Event Process that perform with excellent results

### Regional Manager at Asia Pacific University, Kuala Lumpur

June 2012 — May 2015

- Representing Asia Pacific University (APU) in South East Asia. Managing and coaching APU regional agents. Deliver marketing strategies, solutions, and developing Indochina education market.
- Recruiting students and partners.
- Organize events and exhibitions.
- Provide detail reports to the organization daily.
- Develop and maintain relationship with higher local government.

## Details

85B Tran Ke Xuong, Ho Chi Minh

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Date of birth

15/11/1987

Nationality

Vietnam

## Skills

Training and Coaching *Expert*

Marketing and Sales *Expert*

Communication and Presentation  
*Expert*

Customer Service *Expert*

Public Speaking *Expert*

Computer and Internet Skills *Expert*

Recruitment *Expert*

Business Partnering *Expert*

Contract Negotiation *Expert*

Interpersonal Skill *Expert*

## Hobbies

Taekwondo; Marathon runner;

Nutrition Researcher; Charity

## Languages

English *Highly proficient*

**Work Achievements:**

- Improved sale target from Indochina up to 5 times each year.
- Successfully partnership with more 150 agents around region.  
Improved relationships' quality between University and Agents.
- Delivered excellent Customers service and satisfaction.

**Mobile Project Manager at AMAS Hub, Ho Chi Minh**

October 2010 — November 2011

- Manage projects and deliver high quality products according to clients' requirements
- Understand business logic and consult clients
- Responsible for client contract renewal

**Personal Achievements:** Project Management skills; Consultation skill

**Work Achievements:** improved mobile development. Developed and maintain various mobile projects.

**Projects published:** School Connect, Fish and Shop,...

**Course:**

International Cultures and Communications, Asia Pacific University

June 2012 - August 2012

Sale Manager Training, Alma School

July 2015 - December 2015

Training Manager Training, Alma School

March 2016 - May 2016

**References**

Upon Request