

Contact

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(LinkedIn)

Top Skills

Commodity Risk Management

Trade Execution

Trading Operations

Duy Vu

Commodity Trader

United States

Summary

No matter what may happen you should never give up hopes

Experience

Green Logistics

Assistant to Chief Executive Officer

July 2024 - Present (1 year 5 months)

Biên Hòa, Dong Nai, Vietnam

- Strategic Leadership: Set the overall vision and strategic direction for the company, ensuring sustainable growth and market expansion.
- Sales Management: Directly manage client relationships, identify new business opportunities, and drive sales initiatives to achieve revenue targets.
- Procurement Oversight: Handle supplier negotiations, oversee purchasing processes, and ensure the procurement of high-quality raw materials at competitive prices.
- Market Analysis: Monitor global market trends, assess supply-demand dynamics, and make informed decisions to navigate market fluctuations.
- Operational Management: Oversee daily operations, ensuring smooth coordination between departments, and maintain efficiency across the supply chain.
- Financial Accountability: Manage budgets, control costs, and optimize profit margins through strategic purchasing and sales practices.
- Team Development: Lead and mentor employees, fostering a collaborative work environment, and cultivating a results-driven culture.
- Partnership Building: Establish and maintain long-term partnerships with international suppliers and customers, promoting cross-cultural collaboration and trust.

Golden Wheat JSC

Commodity Trader

February 2024 - February 2025 (1 year 1 month)

Vietnam

Analyze market trends and report daily figures.

Train and support staff to improve performance.

Ensure trading volumes meet key performance indicators.
Resolve issues during trading operations.
Recruit and retain skilled personnel.
Oversee export and import activities, ensuring compliance with international regulations.
Maintain relationships with international partners.

GSM - Xanh SM

Senior Operations Executive

July 2023 - February 2024 (8 months)

Ho Chi Minh City, Vietnam

- Analyzing data and reporting daily figures
- Training and supporting staff in their job development
- Ensuring input and output quantities meet KPIs
- Resolving issues during operations
- Developing human resources

Vi Na Đại Việt (VINIMEX)

Marketer

October 2020 - July 2023 (2 years 10 months)

Biên Hòa, Dong Nai, Vietnam

- Acting as the administrative point of contact between the executives and internal/external clients
- Handling executives' requests and queries appropriately
- Prepare and manage the order confirmation, contracts/PO in physical and through application.
- Control all chains from Purchase Order, delivery, and payment process
- Problems solving related to contracts/PO terms and logistic procedures.
- Data analysis and report as guidance.

Institute of Finance and Administration (IFA)

Human Resources Executive

September 2019 - June 2020 (10 months)

Ho Chi Minh City, Vietnam

- Supporting the development and implementation of HR initiatives and systems
- Providing counseling on policies and procedures
- Being actively involved in recruitment by preparing job descriptions, posting ads and managing the hiring process

Education

Van Hien University

Bachelor's degree, Psychology · (2016 - 2019)

Seattle Pacific University

Master of Science in Data Analytics in Business, Business/Managerial
Economics