



Trang Nguyen

Commercial Director, Head of Physical Categories at Sendo.vn

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Trang Nguyen · 3rd



Commercial Director, Head of Physical Categories at Sendo.vn

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Sendo

Sendo.vn

Institute for International Relations

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About

Experienced in e-commerce, online travel and ride hailing with strong focus on growth, efficiency and people. Successful leadership role in operation, sales and business development with P&L responsibility. Experienced in working with senior executives. Skillful in building team and motivating staffs. Worked in Japan, Philippines

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Beautiful!

Trang commented

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Experience

Sendo.vn

1 yr 3 mos

Commercial Director, Head of Physical Categories

Full-time

Jan 2021 – Present

· 4 mos

Ho Chi Minh City, Vietnam

Head of Digital Goods & Services

Full-time

Feb 2020 – Jan 2021

· 1 yr

Ho Chi Minh City, Vietnam

Head of 4 Wheels



Grab

Oct 2018 – Jan 2020

· 1 yr 4 mos

Vietnam

Agoda

10 yrs



Country Director, Vietnam

Feb 2011 – Sep 2018

· 7 yrs 8 mos


Ho Chi Minh City, Vietnam

Built and grew multi million dollar OTA business in Vietnam.

Senior Advisor - Hotels, Japan

Sep 2012 – May 2013

· 9 mos

Show 2 more roles 

Vietnam Airlines

5 yrs 10 mos



Deputy Manager

Dec 2007 – Sep 2008

· 10 mos

Director's Assistant

Dec 2001 – Dec 2007
· 6 yrs 1 mo
Ho Chi Minh City, Vietnam

Education

Institute for International Relations
BA, International Economics
1997 – 2001

Skills & endorsements

Online Travel · 55



Endorsed by **Le Ngoc Thai Duong and 1 other who is highly skilled at this**



Endorsed by **8 of Trang's colleagues at Agoda**

Revenue Analysis · 39



Endorsed by **Rajat Chhabra, CHA, who is highly skilled at this**



Endorsed by **6 of Trang's colleagues at Agoda**

Hotels · 36



Endorsed by **3 of Trang's colleagues at Agoda**



Endorsed by **6 people who know Hotels**

Industry Knowledge

Yield Management · 33

Tourism	. 30
Hotel Management	. 22
E-commerce	. 21
Marketing Strategy	. 20
Hotel Booking	. 20
Online Marketing	. 13
Business Strategy	. 9
Sales Management	. 9
Business Development	. 7
Market Research	. 6
Sales	. 6
Marketing Management	. 5
Hospitality Management	. 5
Marketing	. 4
Food & Beverage	. 3
Event Management	. 2
Online Advertising	. 2
Leisure	. 2
Business Planning	. 1
Project Planning	. 1
Operations Management	. 1

Project Management . 1

Digital Marketing . 1

Pre-opening . 1

Front Office . 1

Public Relations . 1

Interpersonal Skills

Management . 29

Negotiation . 15

Customer Service . 4

Contract Negotiation . 1

Other Skills 

Hospitality . 30

Hospitality Industry . 10

Resorts . 4

Marketing Communications . 1

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Recommendations

Received (1) Given (4)



Bui Thi Yen Thanh (Tania)

Doctor of Business Administration

January 30, 2013, Trang worked with Bui Thi Yen in the same group

Trang has outstanding organizational skills. He is able to successfully complete multiple tasks with highest quality in our team. :)

Accomplishments

Languages

English • Vietnamese

2
✓

Interests

McKinsey & Company



3,884,058 followers

Matt Higgins



CEO and Co-Founder at RSE Ventures, Executive Fellow at Harvard Business School

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People also viewed



Vinh Lam •3rd

Marketplace Operation Director at Sendo.vn

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Kevin Hoang •3rd

Market Manager at Agoda

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Duc Pham •3rd

Business - Marketing - Operation | Buyer Engagement Director at Sendo.vn

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Linh Trần Hải •3rd 

Sendo CEO

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Thuy Dung Pham •3rd 
Market Manager at Agoda

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People you may know



BE BA (My Nguyen)
Recruitment Specialist cum Admin at Milensea Retail

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Le Nhat Huy
President at UTE Logistics and Supply Chain Club

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Khánh Linh Đỗ
Human Resources Assistant at Hachinet Software

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Nguyen Dinh Dat
Frontend Angular Developer

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Nhi Duong

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