

# Hieu Nguyen Van

Regional Spare part Sales Manager at Vietnam Suzuki Coporation

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Regional Spare part Sales Manager at Vietnam Suzuki Coporation

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**Vietnam Suzuki Coporation** 

Ha Noi Transportation & Communications University

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# About

More than 9 years of experience on Sales, Spare Parts and Service roles in Automotive industries at Honda and Suzuki Vietnam.

• I am a highly motivated professional who is committed to developing my career in various areas

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# Featured







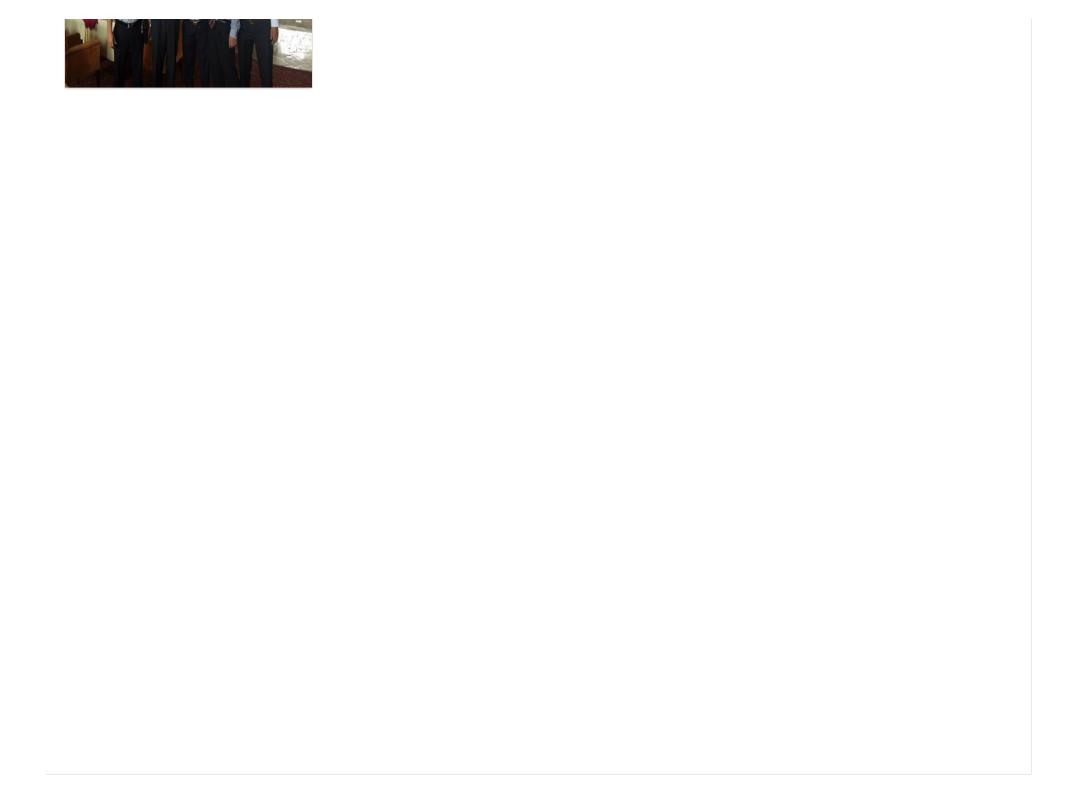


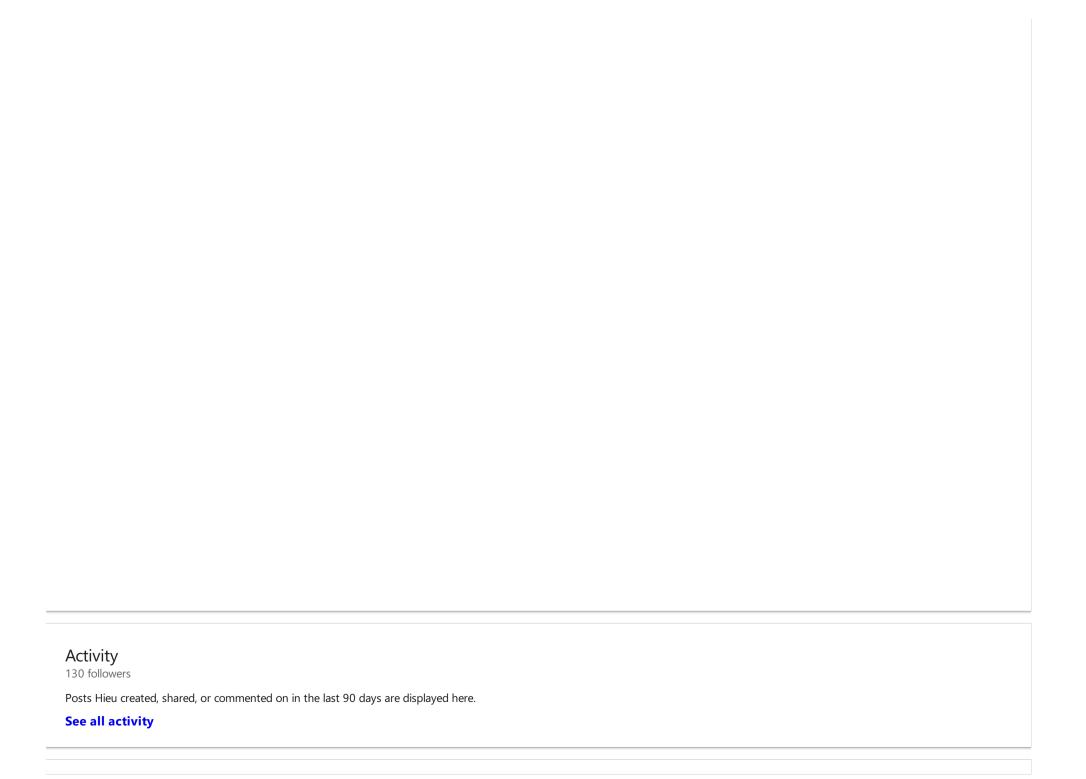












# Experience

#### **Regional Spare part Sales Manager**

Vietnam Suzuki Coporation

Sep 2017 – Present

· 3 yrs 8 mos

North, South Center, Highland

- In charge 72 dealers of motorcycle about spare part sales
- Manage and set up target of spare part sales
- Monitor dealers in spare part activities
- Train dealer staff for spare part task
- Build program and propose to Company BOD for dealer spare part sales increasing.

#### **Viet Nam Suzuki Corporation**

4 yrs

#### District Spare Part & Service Manager in the North & South Center

Aug 2015 – Aug 2017

· 2 yrs 1 mo

Ha Noi office branch

#### Responsibilities:

Rotated to Spare Parts Sales & Service Manager role; in charge of covering all parts & service activities of Suzuki in North & South Center Viet Nam, from Ha Noi city to Quang Ngai province.

Coordinating with all relevant departments and dealers for service campaigns, smooth flow of spare parts supply and service measures.

... see more

#### **District Sales Manager**

Sep 2013 – Aug 2015

· 2 yrs

Ha noi office branch

#### Responsibilities:

Managed sales of Suzuki products (scooters) through the dealer network

of 32 dealers in Northern coast at 10 provinces from Nam Dinh to Hoa Binh.

• The candidate managed to consolidate and effective improved saleswhich fluctuated before he was in charge: achieved sales over average 600 products/ month.. see more

#### Honda Vietnam Co., Ltd.

6 yrs 1 mo

#### **Marketing Project Leader**

Apr 2010 - Aug 2013

· 3 yrs 5 mos

Ha Noi office branch

#### Responsibilities:

Rotated to Marketing team and was responsible as the main person to take care of all Marketing & Branding activities of Honda in Vietnam market.

• Managed the team of 5 members who were responsible for event organization, online marketing, TVC, marketing document & report and marketing administration.

... see more

#### **Area Sales Manager**

Aug 2007 - Mar 2010

· 2 yrs 8 mos

Ha Noi office branch

#### Responsibilities:

Managed sales of Honda products through the dealer network

of 32 dealers in Northern coast at 10 provinces Nam Dinh to Hoa Binh province.

Managed from 20 to 30 executive dealers of Honda vn in assigned areas;

... see more

#### **Sales Executive**

Blogic Systems- (POS Solution Provider - USA)

Feb 2007 - Jul 2007

· 6 mos

Blogic Systems Vietnam

- + Visiting Ha Noi market and seeking potential customers who are shop owner, supermarket manager, retailer and warehouse keeper
- + Using sales skill to achieve sales target in software and hardware products of the company
- + Developing relationship with current customers and selling additional value production
- + Market survey and Report to general manager ... see more

# Education

#### Ha Noi Transportation & Communications University

Bachelor of Economic Engineering, Post and Telecommunication Economy 2003 – 2007

Activities and Societies: English Century Club Student Youth Union

- I focused on Study of Faculty
- I used free time for book reading, Sport playing and Club attending

## **PACE Entrepreneur Acedemy**

Online study, Sales, Distribution, and Marketing Operations, General, Public Presentation 2014-2014

Activities and Societies: - Teamwork and leadership is required in training course

- Training how to become excellent sales man
- Training skills to increase Sales turnover and market share
- Training about sales, Distribution, Marketing Operation and General of market
- Practicing on demo cases from experts to develop market segment

## **Khan Acedemy**

Online certificate, Economics and Finance, Computing, Math

2014 - 2015

Activities and Societies: - Training about economics and finance online with famous Experts - Training about computing and presentation online with famous Experts - Learning on Jobs with teams

- Learning and getting experience from online training courses

# Licenses & certifications

#### **Spare part Sales and Service operation**

Vietnam Suzuki Corporation Issued Sep 2015 · No Expiration Date Credential ID SSPS#39

## Honda Marketing & Manager Seminar, Honda Team Leader Work Shop, Suzuki Sales Team Management

Honda Vietnam Co., Ltd., Vietnam Suzuki Corporation
Issued Feb 2009 · No Expiration Date
Credential ID H.M.M.S20W#36 ,H.T.L.W#22,S.S.T.M #10,SSPS#39

# Volunteer experience

## ☐ Volunteer during SOM1 and 14th APEC leaders' meetings in the APEC Secretariat



Vietnam government

Mar 2006 – Nov 2006 • 9 mos

- Support foreign Visitors/Guests at Ha noi city when they joined APEC 14th in hotel accommodation, schedule, working location

# Skills & endorsements

Sales Operations . 1

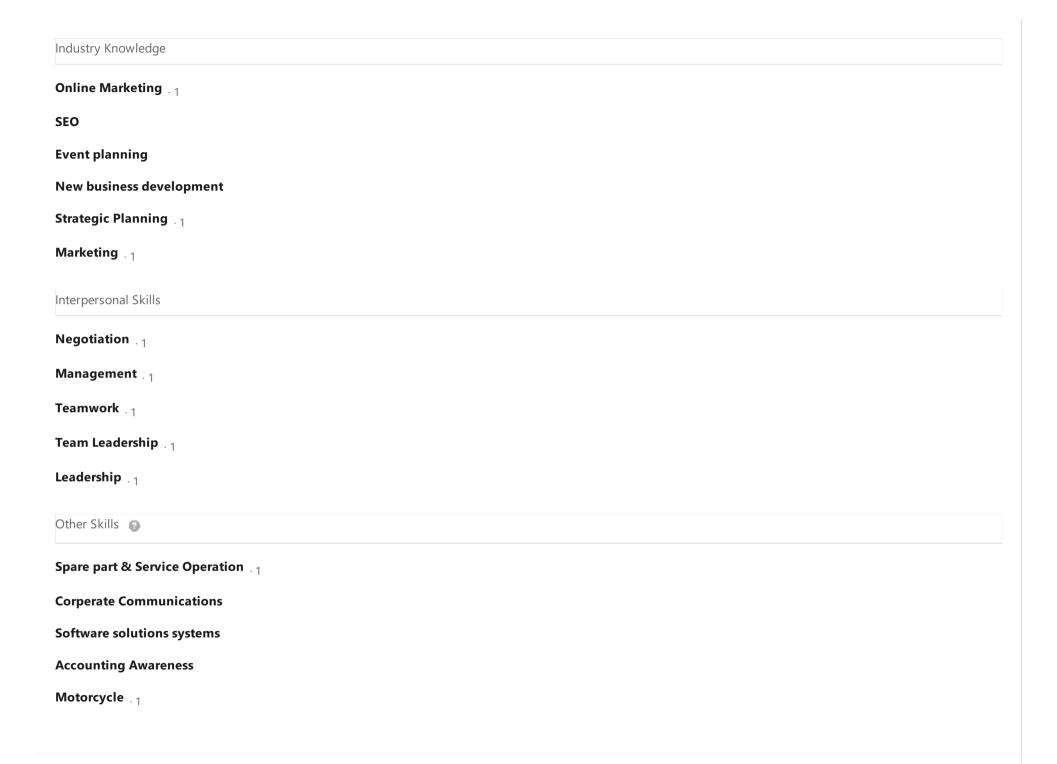
Ta Cong Minh Tuan has given an endorsement for this skill

Sales Management . 1

Ta Cong Minh Tuan has given an endorsement for this skill

Motorcyle & Automible Market Knowledge

Ta Cong Minh Tuan has given an endorsement for this skill



# Accomplishments

Languages

English • Vietnamese

Organization

Accounting and Excel Solution Forum

**Publication** 

Parts sales & Service Manager

# Interests

Business Development - The Missing Link between Marketing & §



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