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Điệp Phạm Hồng

Sales manager - IIN Vietnam.,JSC

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Experience

Sales Manager

IIN Vietnam.,JSC

Apr 2015 – Present

· 6 yrs 1 mo

Hanoi, Vietnam

Responsible for developing new business and maintaining relationship with existing customers to achieve the desired targets.

Research the market and identify potential customers.

Organize personnel to implement business plan, coordinate with other department (tour guide, transport, operator ...) to ensure good services.

Making sales call and set up meeting with potential customers.

Looking for and develop new businesses for company.

Actively pursue to grow opportunities by developing new clients and maintaining good relationship with existing clients.

Create monthly action plans and strategies to increase sales.

Take active part in formulation of short/long term sales strategies with management.

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Sales manager - Hanoi Appsync

mWork corporation - Vietnam MOG

Oct 2013 – Apr 2015

· 1 yr 7 mos

Hanoi

Target: reach 1000 mobile phone shops using new technology in digital cellular service in Hanoi, can use Appsync tool to sync Android and iOS phones sold.

Develop sales plans by year, quarterly, monthly (based on the Company's overall strategy) for the Sales department.

Directly cooperate with major customers (Home Center supermarket chain, Media Mart, Pico, Tran Anh, Nguyen Kim, Hoang Ha mobile, CellphoneS, Vien | Thong A, TechOne, ...) to Super (Viettel Store, FPTShop, Thegoididong) and take care of those customers.

... see more

Sales Supervisor

Asia Food.,JSC

Oct 2012 – Oct 2013

· 1 yr 1 mo

Từ Liêm - Hanoi

Receive targets for sales of Gau Do Noodle products for Distributors in Tu Liem District

Deviding the work area, point of sale, targets for each salesman

Training staff selling Gấu Đỏ Noodles to dealers and supermarkets in the assigned area

Monitor sales activities of employees and adjust

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Education

Việt Nam university of commerce

Bachelor's degree, Business Administration

Skills & endorsements

Sales

Management

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[Deputy Manager, International Relations Department at T&T Group](#)

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Recruitment Specialist cum Admin at Milensea Retail

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