



Tran Duc Oanh

General Director, Vietnam

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Tran Duc Oanh · 3rd

General Director, Vietnam

Vietnam · 500+ connections · [Contact info](#)



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MSM

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About

Full responsibility in people & culture development; sustainable profitable business growth and P&L management.

Activity

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Experience

General Director, Vietnam



ASSA ABLOY Group

Jul 2018 – Present

· 2 yrs 10 mos

Vietnam

People and culture development.

Sustainably profitable business growth and development.
New business development.
Full P&L responsibility.

Häfele Vietnam

3 yrs 4 mos



Head of Strategic Sales, Product Mngt, Training, Demand Planning, Purchasing & Shipping and Quality

Apr 2016 – Jul 2018

· 2 yrs 4 mos

Vietnam

Directly report to General Manager

Team size: 60+

Direct reports: 9+ (6 Category Managers, Training Manager, Demand Planning & Purchasing Manager, Quality Manager)

... see more

Strategic Sales Manager

Apr 2015 – Mar 2016

· 1 yr

Vietnam

Directly report to General Manager

Team size: 20+

Direct reports: 8

... see more

Commercial Director

Sports Engineering and Recreation Asia, Ltd.



Feb 2015 – Mar 2015

· 2 mos

Vietnam

Directly report to General Director.

Duties: Fully responsible for company P&L. Scope of management activities to include: business planning, sales management, marketing, training/coaching, purchasing & inventory management.

... see more

Hilti Group

5 yrs 1 mo



Head of Sales

Jan 2013 – Jan 2015

· 2 yrs 1 mo

Vietnam

Directly report to General Manager.

Achievement:

- Award "Long-term Services 2013"
- Award "The Best Sales Manager of The Year" (Year 2013)

... see more

Area Sales Manager

Jan 2011 – Dec 2012

· 2 yrs

South Vietnam

Directly report to General Manager.

Achievement:

- Award "Hilti Fan of The Quarter" (Q4/2012) (*)
- Award "Hilti Fan of The Quarter" (Q3/2012) (*)

... see more

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Education

Maastricht School of Management

MBA, Strategic Management

MSM 2010 – 2012

Ho Chi Minh University of Technology

Civil Engineer, Civil Engineering

 2002 – 2007

Skills & endorsements

Construction Engineering . 9

Au Tran Dong and 8 connections have given endorsements for this skill

Civil Engineering . 7

Au Tran Dong and 6 connections have given endorsements for this skill

Management . 11

Au Tran Dong and 10 connections have given endorsements for this skill

Business Strategy . 8

Business Planning . 5

Business Development . 4

Strategic Planning . 4

Sales Strategy . 1

Sales Management . 7

Sales Operations . 6

Sales Process . 2

Sales Force Development . 2

Customer Relationship Management . 1

Project Management . 3

Marketing . 3

Product Management . 3

Product Marketing . 1

Customer Relationship Management (CRM) . 3

Demand Planning . 2

Purchase Management . 1

Quality Management . 1

Business Analysis . 1

Market Research . 3

Strategic Sourcing

P&L Management

Operations Management

Human Resources

Interpersonal Skills

Negotiation . 6

Leadership . 4

Team Leadership . 3

People Development . 2

Training . 5

Employee Training . 2

Sales Mentoring . 1

Organizational Effectiveness

Organizational Development

Organizational Leadership

Other Skills 

Territory Growth/Development . 3

Sales & Marketing Leadership . 3

Sales Trainings . 2

Product Training . 1

Sales Management Coaching . 2

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Recommendations

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Ngan Cu Thanh

Marketing Manager at Fagor Home Appliances

July 7, 2020, Tran managed Ngan directly

Ngan has successfully developed and managed a portfolio of wide product range from Home Appliances to Smart Locks and Sanitary products, which shows a great capability for leading both product marketing and technical aspect to expert level. She is highly result driven, practical and independent in her work, leading ...

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Interests

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Honeywell



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3M



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Procter & Gamble



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[General Director at SCG Concrete \(Vietnam\)](#)

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[General Director at Schindler Vietnam Ltd.](#)

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[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

Student at Ton Duc Thang University

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