



Nam Nguyen

Country General Manager at Trip.com

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Country General Manager at Trip.com

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Trip.com



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About

- 10 years of experiences in Tourism Industry with various fields and more than 5 years in Managerial role of a team up to 30 members.
- Expertise in Data analysis, People developing and coaching, OTAs industry and Hotel Revenue Manageme

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**Today has marked a new milestone
for Trip.com Group on its great...**

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Happy New Year from our lovely

Experience

Country General Manager - Vietnam



Trip.com · Full-time

Aug 2020 – Present

· 9 mos

Vietnam

Lead a team of market managers/ Senior market managers that are responsible for identifying, acquiring and managing successful hotel partners across Vietnam;
Implement strategies and promotional activities with partners to enhance productivity and opportunities, lead the business development team in the region to achieve/ exceed challenging goals;
Develop and implement a strategy for the team's business development activities, to monitor and strengthen the productivity of new and established partnerships;
Conduct market research into trends in the industry and market to ensure the competitiveness of Trip.com's products;
Analyze and feedback on the availability and quality of data, which lead to recommendations for commercial improvements;
Represent the company at relevant trade-shows, workshops and events to promote the Trip.com brand and products;
Develop and own relationships with key decision makers at hotels, technology partners and other relevant partners;

... see more

Booking.com



5 yrs 4 mos

Senior Account Manager - Center

Full-time

Aug 2018 – Jul 2020

· 2 yrs

Ho Chi Minh

Manage a team of Account Managers and Account Executives in Center Region of Vietnam
Coaching and training team members on Commercial skills;
Provide PDP to team members and perform Quarterly & Annual Performance Review.;
Pay visits and exclusive consultancy to key accounts;

... see more

Senior Account Manager - North

Full-time


Jul 2016 – Jul 2018

· 2 yrs 1 mo

Hanoi

Set up new office in Hanoi;
Manage a team of Account Managers and Account Executives in North Region of Vietnam
Coaching and training team members on Commercial skills;
Provide PDP to team members and perform Quarterly & Annual Performance Review.;

... see more

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Events Sales Executive

Park Hyatt Saigon



May 2012 – Oct 2013

· 1 yr 6 mos

Ho Chi Minh City

Manage and achieve daily sales activities

Achieve Personal and Team Sales' target

Develop Personal Development plan

Analyze and develop Personal Business plan

... see more

SEM Specialist



ZALORA Vietnam

Feb 2012 – May 2012

· 4 mos

Ho Chi Minh City

In charge of Google display network

Ensure the Ads appearance on top priority

In charge of keywords analytics

Optimization task for GDN and SEM performance

... see more

Sales & Marketing Manager

Travel Plus Co.

Jan 2011 – Jan 2012

· 1 yr 1 mo

Ho Chi Minh City

Ensure the assigned tasks to be done effectively

Planning the company's marketing strategy

Schedule and planning the company's sales strategy

Supervise staffs to ensure the standard will be met

... see more

Education

Northwood University-Florida



Bachelor of Business Administration (BBA), Hospitality Administration/Management, Honors

2009 – 2010

Activities and Societies: Courses include International trade, International management, Statistic, Financial Management Participant of Globus Strategy Stimulation Software



Swiss Hotel Management School

Higher Diploma in Hospitality Management, Hospitality Administration/Management, Merit

2006 – 2008

Activities and Societies: Courses include Managerial Accounting, Human Resource, Marketing, MICE markets, French Managing Front office Operations, Hospitality Sales and Marketing, Managerial Accounting

Licenses & certifications

Food & Beverage Management

Skills & endorsements

Management . 9

Pieter CLAUDEL and 8 connections have given endorsements for this skill

Sales . 5

Kolawole Oluwaloye and 4 connections have given endorsements for this skill

Hospitality Management . 4

Ni Vi Vo and 3 connections have given endorsements for this skill

Industry Knowledge

Marketing Strategy . 4

Event Management . 2

SEM

Event Planning

Tourism

Hotels

Revenue Analysis

Hotel Management

Online Marketing

Business Planning

Sales Strategy

Analytics

Tools & Technologies

Microsoft Office . 1

Google Analytics

Google Adwords

Interpersonal Skills

Customer Service . 4

Teamwork . 1

Negotiation

Training

Team Leadership

Coaching

Languages

Vietnamese

Other Skills 

Hospitality . 1

Resorts . 1

Hospitality Industry

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Accomplishments

Languages

English • France • Vietnamese

3
v

Interests

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Park Hyatt Saigon
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Booking.com
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Recruitment Specialist cum Admin at Milensea Retail

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