

Tran Duc Oanh

General Director, Vietnam

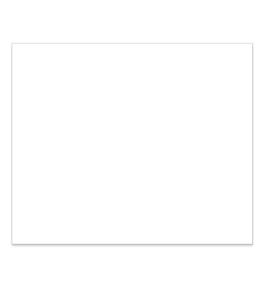
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Tran Duc Oanh · 3rd

General Director, Vietnam

Vietnam · 500+ connections · Contact info



ASSA ABLOY Group

MSM

Maastricht School of Management

People and pages related to Tran

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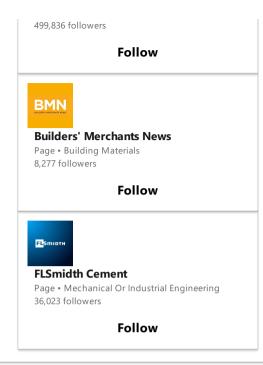


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About

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

Activity

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Posts Tran created, shared, or commented on in the last 90 days are displayed here.

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Experience

General Director, Vietnam

ASSA ABLOY Group ul 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

HXFELE 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.

Seara eb 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

yrs 1 mo

Head of Sales

an 2013 – Jan 2015

· 2 yrs 1 mo

Vietnam

Directly report to General Manager.

Achievement:

- Award "Long-term Services 2013"
- Award "The Rest Sales Manager of The Vear" (Vear 2012)

... 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

MSM2010 – 2012

Ho Chi Minh University of Technology



Civil Engineer, Civil Engineering 2002 – 2007

Construction Engineering . 9

Skills & endorsements

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

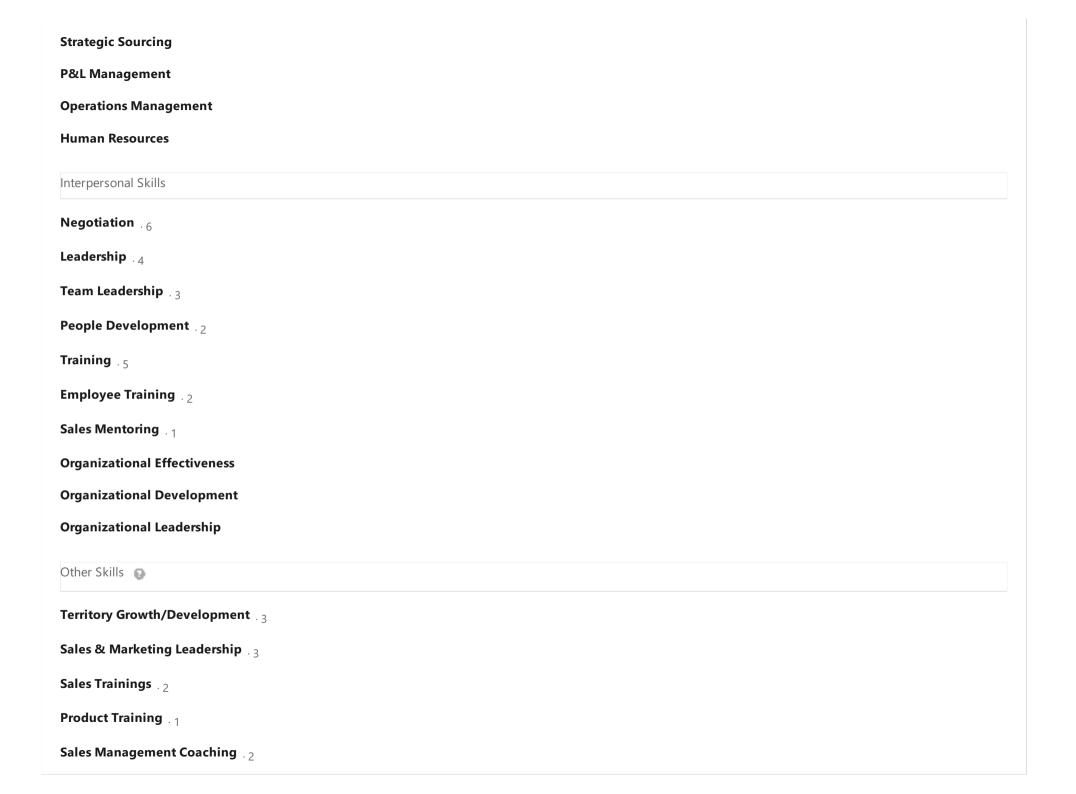
Civil Engineering . 7

 $\mbox{\bf Au}\mbox{\bf Tran}\mbox{\bf Dong}\mbox{\bf and 6}\mbox{\bf connections}$ have given endorsements for this skill

Management . 11

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

Industry Knowledge **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



Category Management . 1

Organizational Culture

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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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General Director at SCG Concrete (Vietnam)

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Vu Ta •3rd

General Director at Schindler Vietnam Ltd.

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Nhi Duong

Student at Ton Duc Thang University

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