



NHU NGUYEN

SALES/ BD MANAGER

CONTACT ME

- DOB: 22/04/1988
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- Address: District 12, HCMC
- Email: nguyencamnhu@gmail.com

KEY COMPETENCIES

- Sales-oriented
- Good selling skills
- High sense of responsibility
- Strong business development skill, customer relationship
- Ability to thrive under pressure to achieve assigned KPI
- Excellent communication skills in Vietnamese & English
- Strong valuable networks
- Excellent communication skills

EDUCATION

HUTECH UNIVERSITY | 2006 - 2011

WHY ME!

With nearly 10 years working experience in Hospitality field, especially focus on Sales and Business Development, I am seeking a challenging position that will utilize my skills and experience to advance organizational goals and my objectives. I am a challenge - taker, sales-oriented, highly skilled at problem solving and have ability to thrive under pressure to achieve assigned KPI. Besides, I always try my best to contribute to a success of the company with all my abilities, strengths and skill sets.

WORKING EXPERIENCE

ONESGROUP GROUP COMPANY

Head of Sales & Telesales | Apr 2020 - Now

Report to: CEO

- Manage the sales team & tele-marketing of the company and push the team to complete the KPIs set out;
- Manage customer data by CRM, divide and filter leads by region;
- Manage and update customer information;
- Calling to advise customers about Timeshare products;
- Responding to customers' inquiries and complaints;
- Building relationships with customers and research new customers;
- Assist in recruiting human resources and developing new offices;
- Training skills for staff to close sales.

PARAGON SAIGON HOTEL

Senior Sales Manager | Apr 2019 - Mar 2020

Report to: CEO

- Team leader of Corporate, TO& TAs Segments.
- Making and present sales plan to BOD.
- Contact with Corporate to present our products and contract dealing;
- Issue and follow all the Corporate contracts.
- Manage and take care the relationship with Corporate, TO& TAs.
- Making customer research & development.
- Support to contact with the Corporate, TO& TAs to develop the relationship with new accounts and take care old clients.
- Problem solving if receiving any complaints or mistakes happened.
- Inform news or new product information to clients and support their needed.
- Inspect new products or new services and escort clients.
- Follow up target and report to GD.

NHU NGUYEN

SALES/ BD MANAGER

SKILLS

- Problem Solving
- Active Listening
- Objection Handling
- Team Management
- Follow up & Negotiation
- Flexibility and Adaptability

HASHTAG MYSELF

- Challenge taker
- High EQ
- Integrity
- Quick-witted
- Open-minded
- Self-directed
- Result-oriented
- Analytical-mind

ACHIEVEMENT & AWARD

Merperle Group

Mrs. Nguyen Thi Thanh Lam

Director of Sales

T: 0902508198

Dat Xanh Group

Mr. Dang Chinh Thang

Deputy General Manager

T: 094 8888 084

WORKING EXPERIENCE

EASTIN GRAND HOTEL SAIGON

Senior Sales Manager | Oct 2018 - Apr 2019

Report to: Senior Director of Sales

- Be a team leader of Corporate Segment and in charge of B2B customers.
- Follow up target and report to SDOS, make and present sales plan.
- Contact with Corporate to present our products and contract dealing. Issue and follow all the Corporate contracts.
- Manage and take care the relationship with Corporate (B2B)
- Make customer research & development.
- Contact, close deal with co-operate partners, foreigner managers and build up relationships.
- Deal, put the flyer and the brochure to promote.
- Issue and follow up promotion programs.
- Join events to promote and build up relationship with the Partners.
- Contact with the Corporate to develop the relationships and find more new accounts and take care old accounts.
- Problem solving if receiving any complains or mistakes happened.
- Inform news or new product information to clients and support their needed, inspect new product or new services and escort clients.

PARAGON SAIGON HOTEL

Sales Manager | Oct 2015 - Oct 2018

• Report to: Director of Sales Marketing (DOSM)

- Make and present sales plan to BOD
- Contact with Corporate to present our products and close deals.
- Issue and follow all the Corporate contracts.
- Manage and take care the relationship with Corporate.
- Make customer research & development.
- Contact and dealing with co-operate partners.
- Issue and follow all the Co-operations.
- Manage and take care the relationship with Co-operate.
- Issue contracts and follow up contract of TA in HCM city.
- Deal to put the flyer and the brochure in clients's company to promote.
- Issue and follow up promotion programs.
- Joining networking events to promote and build up relationship with clients, friends, and networks.
- Strong support to contact with TAs and TOs to develop the relationship new account and take care old account.
- Problem solving if any complaints or mistakes happend.
- Inform news or new product information and support client's needed
- Inspect new product or new services and escort clients

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SALES/ BD MANAGER

INTERESTS

- Travelling
- Reading
- Cooking
- Yoga

REFERENCES

- Merperle Group
Mrs. Nguyen Thi Thanh Lam
Director of Sales
T: 0902508198
- Dat Xanh Group
Mr. Dang Chinh Thang
Deputy General Manager
T: 094 8888 084

LANGUAGE & OTHERS

Vietnamese: Native Speaker

English : Business Conversation

Microsoft Office: Word, Excel, PP

WORKING EXPERIENCE

MERPERLE GROUP

Sales Manager | March 2013 - Oct 2015

Report to: Group Director of Sales Marketing

- *MerPerle Resorts & Hotels group (includes Hon Tam Island resort, MerPerle Seasun Hotel, MerPerle Sparkling Waves, Crystal Palace at the Phu My Hung)*
- Be responsible for sale target monthly, quarterly and entire year. Be together with Director of Sales to plan, execute strategy and set target.
- Actively prospect new customers, invite customer to the center. To work with Corporate, TOTAs.
- Provide feedbacks to Director of Sales to continuously improve services in hotel
- Be aware and familiar of the market and competitor offering so any objections can be overcome
- Handle Corporate market and direct guest. Perform at least 10 sales-calls daily, 50 sale-calls weekly.
- Handle room reservations and course through Sales Office. Handle Banquet enquiries and course through Sales Office.
- Research/ update and report upon market trends as well as market intelligence.
- Sale events, rooms, wedding at Crystal Palace the pre-opening

DAT XANH GROUP

Sales Manager | Apr 2010 - Mar 2013

Report to: Sales Director

- Specialized in real estate business.
- Dealing directly with customers to introduce and sell the real estate. Search and customer care.
- Perform tasks related to contracts and payments.
- Gathering information about customers, markets to build a database for the Sales Department.
- Completion of the targets assigned to revenue, customers and products.

CPM VIET NAM

Sales Executive | March 2006 - Oct 2010

- **Report to: Sales Manager**
- Event company, advertising, sales for projects
- Advertising new products of the multinational corporation
- Guaranteed revenue and the target assigned
- Persuading customers to use new products
- Collaborators with corporations such as Unilever, P&G, Schwarzkopf, Nine West