

Tran Xuan Thuy

Country Head of Amazon Global Selling at Amazon

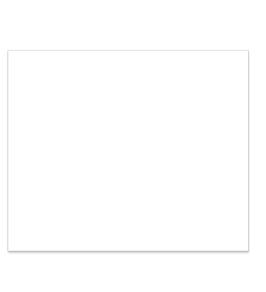
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Tran Xuan Thuy \cdot 3rd

Country Head of Amazon Global Selling at Amazon

Vietnam · 500+ connections · Contact info



Amazon

IMD

IMD Business School

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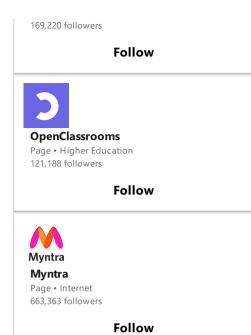


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Andreessen Horowitz

Page • Venture Capital & Private Equity



Highlights

Reach out to Tran Xuan for...

Probono consulting and volunteering, Joining a nonprofit board.

Message

About

My credentials include:

- M.B.A. in Business Administration from California Southern University

... see more

Activity

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Experience

Country Head of Amazon Global Selling



Vice President of Seller Operation

Lazada Group

Mar 2018 – May 2019

Lazada . 1 yr 3 mos

Vietnam

Since March 2018: Vice President and Head of Seller Operation - Lazada Vietnam

- Lead Business Development Department
- Seller growth consisting of seller acquisition and incubation
- Seller training Lazada University

... see more

Country Manager



- In charge of local country operation
- Develop and manage local team operation consisting of sales, marketing, operation support and Customer service team in coordination with website team
- Develop local users and members for the platform
- Develop local platform strategy and workout sales and marketing plan to incorporate with global strategy and plan.

... see more

Managing Director

Eco products Jsc company - Cozy premium tea

2009 - 2011

· 2 yrs

Vietnam

- Work out and develop company strategy and annual business plan
- In charged of day to day business of the company
- Business development
- Business plan development

... see more

Regional Manager



Vietnam

Responsibility: In charged of Northern Vietnam Office Operation

- Responsible for managing Northern Sales Office
- Responsible for product development in term of brand development, volume sales and market share in the Northern region
- Responsible for working out and executing sales and marketing strategy

... see more

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Education

IND

IMD Business School

Certificate, EBS - Executing Brand Strategy 2007 - 2007

California Southern University

MBA, Economics 2001 - 2002

Foreign Trade University



Bachelor, Foriegn trade 991 – 1996

Skills & endorsements

Business Development . 30



Endorsed by Timothy Leung, who is highly skilled at this



Endorsed by 3 of Tran Xuan's colleagues at JTI (Japan Tobacco International)

Business Planning . 24



Endorsed by Victor Vladovich, who is highly skilled at this

Management . 24



Endorsed by Ngọc Nguyễn, who is highly skilled at this



Endorsed by 3 of Tran Xuan's colleagues at JTI (Japan Tobacco International)

Industry Knowledge Strategy . 16 Marketing Strategy . 12 Sales . 9 Market Research . 9 **Business Strategy** . 8 Marketing . 7 **FMCG** . 5 Product Development . 4 **Project Planning** . 4 CRM . 4 New Business Development . 4 **Operations Management** . 2 **Marketing Management** . 2

E-commerce . 2

Budgets . 1 Trade Marketing . 1 Program Management . 1 B2B . 1 Analysis **Brand Development Inventory Management** Interpersonal Skills **Negotiation** . 9 Training . 2 Show less ^ Recommendations

Received (0) Given (1)



Tran Dinhchu

Regional Sales Manager at Vietnam Fan JSC (Groupe SEB

July 18, 2010, Tran Xuan managed Tran directly

He is well experienced in FMCG, intelligent, open minded and accept challenges. He is a good manager with strong management skill.

Accomplishments



Interests

ANPHABE.COM - Vietnam largest professional online network fo

anphabe 10,966 members

Financial Times



5,420,240 followers

E-Commerce Network



243,306 members





CEO, Rakuten Group, Inc. 1,264,388 followers

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2,260 members

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People also viewed



Phuong Nguyen •3rd

Carrier Manager, Global Selling at Amazon

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Toan Trinh •2nd

Leader in Sales and Marketing

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Gijae Seong •3rd

□□□ Head of Global Selling, Vietnam

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Quang Khánh •3rd+

Account Manager at Amazon

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Bernard Tay •3rd

Country Leader Amazon.sg Marketplace and Head of Amazon Global Selling SE Asia at Amazon

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People you may know



BE BA (My Nguyen)

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

Connect



Nhi Duong

Student at	Ton	Duc	Thana	Univer	sitv
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