



Anh Nguyễn Đức

Deputy General Manager at MOL Logistics (Vietnam) Inc

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About

- Shipping expert with over 20 years of experience, excellent network of overseas and local export/import companies of all scales, with logistics partners (Shipping Lines, Ports, ICDs, Trucking companies, domestic barge operators...)
- Business manager with planning strength capable of annual sales budgeting and international collaborati

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ha...**

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Experience

Deputy General Manager

MOL Logistics (Vietnam) Inc

Sep 2018 – Present

· 2 yrs 8 mos

Ho Chi Minh City, Viet Nam

- Pricing: Supervise pricing team. Involving with negotiating with vendors (Carriers / Terminals / ICDs...). Controlling Service Contracts/MQC with Carriers. Collaborate with H/O Global Purchasing team.
- Review, update and setup local tariff of local charges, surcharges...
- Review & update House B/L handling regulations; update TPS FMC regulations
- Ocean business development: Set up Business plan and Sales target for new Ocean business; Improve relationship with Shipping Lines & Co-loaders; Update marketing information to support Sales team to find new business; Attend bidding business.
- Training sales team.
- Team management & regular report to GM & Director.

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Office Manager

Viconship Ho Chi Minh

Aug 2016 – Sep 2018

· 2 yrs 2 mos

Ho Chi Minh City, Viet Nam

Running HCMC office with 4 teams (Agency; Trucking; Operation & Accounting) and 35 staff to achieve the target of revenue and profit:

- A trucking team of 18 truck heads & 35 chassis to provide transportation service to tender customers, Door-to-Door service
- General agent for ASEAN Seas Line (ASL) to provide ocean liner service to/from HCMC and Thailand/China main-ports.
- Offering logistics services, agency service to customers and logistic partners.

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Nationwide Sales & Customer Service Manager

"K"Line Vietnam Ltd., Ho Chi Minh City Branch

Apr 2010 – Jun 2016

· 6 yrs 3 mos

Ho Chi Minh City

- Periodically review market situation & send market reports to Trade Management Offices.
- Liaise with respective Trade Management Offices (TMOs) in Singapore, UK, US & Japan to negotiate the allocated space given to Vietnam.
- In co-ordination with Sales offices & TMOs to review and study possibilities of changing, expanding services / networks related to Vietnam market.
- Supervise the setup of annual sales budget of each office (Ha Noi, Hai Phong, Da Nang & HCMC), consolidate and submit the Annual Country Sales budget to BOS.

... see more

Education

HCMC University of Economic

Bachelor's Degree, Business Administration and Management, General

1988 – 1992

Skills & endorsements

Transportation

Commercial Driving

Business Relationship Management

Industry Knowledge

Customer Retention

Sales

Ports

Interpersonal Skills

Teamwork

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Interests

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