

Tran Thanh Vu

General Director at Syngenta

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Tran Thanh Vu · 3rd

General Director at Syngenta

Vietnam · 500+ connections · Contact info



Syngenta



Columbia Business School

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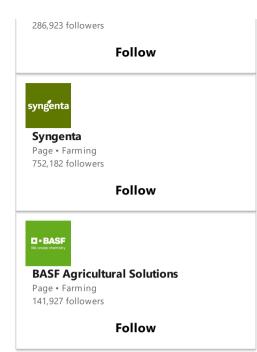


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Corteva Agriscience

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About

Business Development, Technical Sales Service, Direct Sales (B2B), Distribution Channel Management (B2C), Manufacturing Management, Country Management and Directorship Experiences

Activity

2,432 followers



Ở Hà Giang

Tran replied to a comment



Houses for farmers!

Tran shared this

49 Reactions • 5 Comments



Corporate Social Responsibility - 110 houses for farmers during the last 10...

Tran shared this

142 Reactions • 5 Comments

See all activity

Experience

General Director

syngenta · Full-time syngenta an 2020 – Present · 1 yr 4 mos Vietnam

General Director

Huhtamaki Huhtamaki Apr 2018 – Jan 2020 • 1 yr 10 mos Binh Duong - Vietnam

General Director

DuPont

COUPONT Nov 2015 – Apr 2018

· 2 yrs 6 mos

Ho Chi Minh City - Vietnam

General Director

AB Mauri, a global business of Associated British Foods plc

AB MAURI an 2014 – Nov 2015

· 1 yr 11 mos

Vietnam, Laos and Cambodia

P&L responsibility

Business model restructure to shift the sales culture from "Price Selling" to "Values Selling" 4 plants in 2 sites: yeast, dry bakery ingredients, wet bakery ingredients and ETP Products sold domestic and exported to Malaysia, Thailand, Myanmar, Philippine and Sri Lanka

Business Director Vietnam and Country Manager Cambodia

CONNELL Connell

May 2009 – Dec 2013

· 4 yrs 8 mos

Vietnam and Cambodia

Managed the P&L of the Business Units (Coatings, Construction, Paper, Animal Feed, ...)

Recruited, coached, managed and motivated sales team

Talents acquisition for the company and stabilized the resource

Formulated the sales strategies, converted into the action plan and implemented to achieve the targets

... see more

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Education

Columbia Business School



2016 – 2017

ESCP Europe and Paris Dauphine University

Master of Economics of Finance and Banking (MEBF) 2006 – 2008

Finance and Banking

Economics University of Ho Chi Minh City

Master of Business Administration (MBA) 2002 – 2005

Business Administration

Show 3 more education 🗸

Skills & endorsements

Negotiation . 20



Endorsed by Loi Ho Quyen and 2 others who are highly skilled at this



Endorsed by 2 of Tran's colleagues at Syngenta

```
Strategic Planning . 18
AB MAURI
Endorsed by 4 of Tran's colleagues at AB Mauri, a global business of Associated British Foods plc
Business Strategy . 17
Endorsed by 2 of Tran's colleagues at DuPont
Industry Knowledge
Business Development . 17
Product Development . 13
Business Planning . 10
New Business Development . q
Sales Management . 9
P&L Management . 5
Market Development . 3
Agribusiness . 3
Forecasting . 3
Account Management . 2
Pricing . 2
Manufacturing . 2
Supply Chain Management . 2
Interpersonal Skills
```

Management . 17

Customer Service . 3

Cross-functional Team Leadership . 2

Show less ^

Recommendations

Received (1) Given (0)



Nguyen Phuong

Managing Director at ADG company

March 4, 2020, Tran worked with Nguyen in the same group

I had a great chance to work with Vu, he is a great leader, supportive and inspiration to the team. clear direction and very strategic. I learned a lot from him. under his leading the team always have opportunities to growth up and have good positive energy to handle the challenges. wish Vu all the best ... **See more**

Accomplishments

Language

English

Interests

DuPont

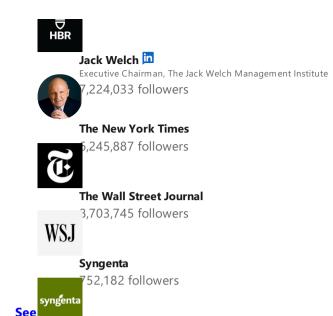
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COUPONTS

Harvard Business Review

12,288,304 followers

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CEO bei Syngenta Group

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Syngenta Vietnam

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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

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