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Director. Country Head of BD

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Thach Nguyen · 3rd

Director. Country Head of BD

Ho Chi Minh City, Vietnam · 65 connections · [Contact info](#)



**Vietnam Trade Alliance**

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## About

15 yrs working experiences in roles of Sales, Business Development role in Consumer Finance, Life Insurance, Bancassurance, Retail Business with B2B, B2C, B2B2C models

## Activity

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## Experience

### General Sales Manager

/vietnam Trade Alliance · Full-time

Nov 2018 – Present

· 2 yrs 6 mos

Ho Chi Minh City, Vietnam

### Head of Bancassurance and Partnership

AAA Assurance Company (IAG Group) · Full-time

Jan 2017 – Oct 2018

· 1 yr 10 mos

Ho Chi Minh City, Vietnam

Maintain existing bank partners & develop new bank for bancassurance alliance;

Partnership distribution development by setting up business cooperation with institutes to distribute insurance products through their sales network;

Develop sales team & lead, drive team on each sales models: bank sales and/ or direct agency staff sales;

To offer products of company to bank/ partners and/or advise for new tailor made products on their customer based;

... see more

### Partnership Distribution Development Manager (Acting Channel Head)

Phu Hung Life Insurance · Full-time

Sep 2015 – Oct 2016

· 1 yr 2 mos

Ho Chi Minh City, Vietnam

Develop new sales channels with distribution model via partners & work-site marketing;

Drive and lead team to have sales production;

Develop business distribution partners with right models & products

Coaching sales staffs with skills (telephone approaching, sales presentation, explore customer needs ...) to support partner for selling effectively

... see more

### Partnership Distribution & Bancassurance Manager

Hanwha Life Vietnam · Full-time

May 2012 – Aug 2015

· 3 yrs 4 mos

Ho Chi Minh City, Vietnam

Develop partners & define sales model for banks

Select & develop appropriate partners for distribution channel;

Prepare & execute business plan (sales model, products, process management and propose compensation scheme....) to offer to partners;

Product development & internal coordination

... see more

### Business Development Manager – Mekong & HCM Regions

Vietcombank Cardif Life Insurance · Full-time

Dec 2008 – Apr 2012

· 3 yrs 5 mos

Ho Chi Minh City, Vietnam


Maintain and drive sales in South with multilevel of bank Vietcombank and Seabank;

Worked closely with Branch Directors to find the good solutions and suggest how to push sales with effective management;

Training products, sales presentation, sales cycle skills for bank staffs;

Suggest and prepare distribution incentive, recognition programs to accomplish company VCLI goals;

... see more

Show 2 more experiences 

Education

**Vietnam National University, HCMC**

Bachelor's degree, Finance, General

 2002 – 2007

**Institute of Posts and Telecommunications**

Diploma, IT of Engineering

1997 – 2000

**Vietnam National University, HCMC**

Foundation degree, General Studies

 1995 – 1997

Skills & endorsements

**Sales**

**Sales Management**

**Management**

Industry Knowledge

**Strategic Planning**

**Project Management**

Interpersonal Skills

**Leadership**

**Partner Relationship Management**

**People Management**

Other Skills ⓘ

**Bancassurance**

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## Interests

**Prudential Vietnam Assurance Private Ltd.**

22,796 followers



**VietnamWorks**

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**Generali**

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**PERSOLKELLY Vietnam**

50,599 followers



**HR2B / Talent Recruitment JSC**

10,864 followers



**Techcombank (TCB)**

27,423 followers



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## People also viewed



Walter Blocker •3rd

Chairman- Vietnam Trade Alliance

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Chi DOAN •3rd

General Director at International Beverage Distribution Limited

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Mạnh Bùi Đức •3rd

Sales Development Manager at Hanwha Life Vietnam

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Hana Tran •3rd

Regional Sales Manager - bancassurance at Dai-ichi-life Vietnam

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**Van Huong Phan** •3rd

Kinh doanh Bảo Hiểm chez BAOVIET INSURANCE

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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

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**Nhi Duong**



Student at Ton Duc Thang University

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