



**Hang Dong**

Country Managing Director - Education

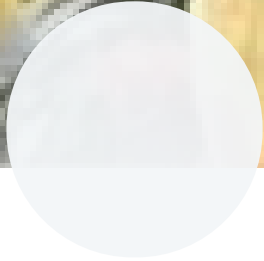
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Country Managing Director - Education

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## About

With over 19 professional working years in Global & Multi International Organizations that allow me to own the Entrepreneur minds & spirit, which shape my leadership with result oriented and dedicated in both sales leaderships, operation Management & business strategy. I went through 14 years experience in retail sales managemen

... [see more](#)

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to have been named a Singapore 50...**

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## Experience

### Country Managing Director

I Can Read Vietnam  
Aug 2017 – Present  
· 3 yrs 9 mos  
Vietnam

### Wall Street English

2 yrs 7 mos



### Head Of Sales Operation

Apr 2016 – Jul 2017  
· 1 yr 4 mos  
Vietnam

Key responsibilities: Responsible to lead & manage the sales force team in all schools of Wall Street English Vietnam in Hochiminh City ,the tasks included key followings :

1. Ensure sales information system (BRAIN reporting systems) and sales equipment functions (sales kit, welcome packs, brochures, flyers) are developed and utilised for the development of sales capability in all schools in Ho Chi Minh City
  2. Implement systems and metrics to measure the success of all sales capability development initiatives in all schools
- ... see more

### Deputy Head of Sales Operation

Jan 2015 – Apr 2016  
· 1 yr 4 mos  
Ho Chi Minh City

- 1) To manage the sales & operation for 3 English schools in assigned zone.
- 2) To recruit , on-boarding & train Center Directors, Sales Managers to run the schools by managing both sales & operation of center to ensure centers hit the service & sales KPIs monthly
- 3) To develop and implement comprehensive annual sales training plan and performance management system that ensure the development of sales skills, knowledge and competence

### Center Sales Director

Wallstreet English Education Company  
Jan 2014 – Dec 2014  
· 12 mos  
Ho Chi Minh City

- Managing the Center and ensuring everyday smooth operations and delivery to students
  - Ensure that the Wall Street English methodologies and best practice is followed at all times in or achieve consistency with other Center
  - Working closely with the Service Managers and creating a strong partnership between Service (didactic) team and Sales Team, in order to create good synergies
  - Lead the sales team and assuring they achieve set sales targets
- ... see more

### Head of Direct Sales

Wallstreet English Education  
Jan 2013 – Dec 2013  
· 12 mos  
Vietnam

1. Oversee and manage departmental operating budgets and costs according to annual allocation to ensure efficient usage of resources
  2. Assign geographical sales territories and establish budgets for Zone Sales Manager.
  3. Establish and monitor key performance indicators to manage geographical territories' performance to get leads & achieve 35% contribution of sales to the total country's sales
- ... see more

### Senior National Sales Training Manager

Avon cosmetics Vietnam LTD Company

Feb 2011 – Jan 2013

· 2 yrs

Hochiminh City - Vietnam

- Management of sales training program execution that include need of course design and content enhancement, establishment & monitoring training metrics, measurement of sales training execution performance, performance feedbacks & behaviors impacts.
  - Recruit, deploy, motivate, reward, manage & develop Division Sales Trainers, Sales Training Assistant, and Zone Sales Managers to deliver current and future sales , recruitment & leadership's development results.
- ... see more

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## Education

### University of Social Science & Humanities

Bachelor's degree, English Language and Literature/Letters

1999 – 2004

### Social Science & Humanities University

Bachelor of English, English

## Skills & endorsements

### Sales Management · 12



Endorsed by **4 of Hang's colleagues at Wall Street English**

### Direct Sales · 10



Endorsed by **3 of Hang's colleagues at Wall Street English**

**Sales Operations** . 9



Endorsed by **Quynh Anh Truong (Sophie)**, who is highly skilled at this



Endorsed by **3 of Hang's** colleagues at **Wall Street English**

Industry Knowledge

**Business Planning** . 6

**Sales Presentations** . 6

**Recruiting** . 5

**Business Strategy** . 4

**Sales** . 4

**Marketing** . 4

**Selling Skills** . 4

**Sales Process** . 3

**Business Process Management** . 3

**Business Analysis** . 3

**Business Development** . 3

**Project Management** . 3

**Human Resources** . 3

**Marketing Strategy** . 3

**Analytical Skills** . 3

**Change Management** . 3

## Interpersonal Skills

**Leadership** . 5

**Negotiation** . 5

**Coaching** . 4

**Training** . 4

**Problem Solving** . 4

**Management** . 3

**Team Building** . 3

**Time Management** . 3

## Other Skills

**National Sales Training** . 3

**Multi level marketing** . 3

**Planning Budgeting & Forecasting** . 3

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## Recommendations

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**Quynh Anh Truong (Sophie)**

Head of Learner Discovery at Manabie

June 8, 2017, Quynh Anh reported directly to Hang

I have ever seen any person like Ms.Hang who can work very hard, so result oriented and very creative even working under high pressure. She achieved target sales of whole country consistently and high adaptable to any changes of working environment, she is also initiative for any launches of new products and ... [See more](#)

## Accomplishments

### Language

English

1  
✓

## Interests

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Executive Chairman at LinkedIn / Founding Partner Next Play Ventures

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[HR Director at Wall Street English](#)

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Senior Area Sales Manager at Education Group

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**BE BA (My Nguyen)**

Recruitment Specialist cum Admin at Milensea Retail

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President at UTE Logistics and Supply Chain Club

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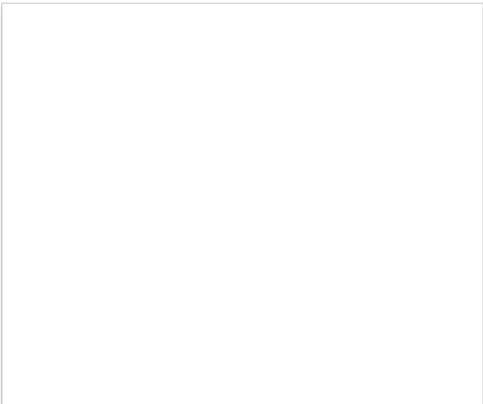
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 **Job Skills: Learning Retail Sales**

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