



**Linh Huynh**

US Senior Sales- Account Manager at Vietnam Housewares Ltd.,

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**Linh Huynh** · 3rd

US Senior Sales- Account Manager at Vietnam Housewares Ltd.,

Vietnam · 500+ connections · [Contact info](#)

**Vietnam Housewares Corporation**

**HCMC Economic University**

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## Experience

### Senior Sales- Account Manager

Vietnam Housewares Corporation

Dec 2015 – Present

· 5 yrs 5 mos

Binh Duong, Vietnam

Main duties:

\*\*\*Sales:

- Do market research to find the best suitable customers to company
- Arranging nice presentation to customers.
- Search the best suitable items for every different customers
- Develop new items for each customers based on customers' trends and ranges.

[see more](#)

### Sales Manager

Tropicdane Vietnam

Dec 2014 – Dec 2015

· 1 yr 1 mo

Binh Duong province, Vietnam

Main duties:

- Control and monitor all in and out going correspondence to and from Customer service staffs.
- Guide and train Customer service staffs to follow protocol and common sense providing customers with professional service and timely information.
- Identify individual customer's needs;

... see more

### Senior Customer service Supervisor

Rochdale Spears Co., Ltd



Aug 2011 – Jan 2015

· 3 yrs 6 mos

- Acting as the key contact to existing customers in woking directly to customers or supporting General Director to respond and resolve his day to day business issues in a timely and quality manner by working with internal related teams such as:
  - NPD team to make sure samples will be arranged timely and correctly as per customers' request

... see more

### ScanCom International A/S



5 yrs 4 mos

#### Senior Sales Coordinator.

Jul 2008 – Aug 2011

· 3 yrs 2 mos

- Getting orders from customers/sales forces with customer requirements on testing/environment etc..
- Reviewing and come back customers in case needed to make sure both customers and factory will be happy with orders
- Supervising, monitoring and making sure that all orders are timely and correctly updated and proceeded with internal departments.
- Solving problems within assigned markets.

... see more

### Account Manager

Jul 2007 – Jul 2008

· 1 yr 1 mo

- Manage and serve customers at assigned markets in cooperation with Sales Director.
- Manage assigned back-office / administrative task together with the staff in the production facilities in Vietnam and Indonesia secure high quality of communication and punctuality
- Manage product/service mix, pricing and margins.

... see more

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### Team leader

Maersk Logistic Vietnam

May 2001 – Apr 2005

· 4 yrs

Ho Chi Minh City, Vietnam.

- Keeping the team running smoothly with zero defects during one year.
- Being main contact with carriers, service providers, warehousing and factories.
- Checking and processing the shipping documents and 3rd party expenses.
- Keeping track of under/over shipment volume and stock status.

... see more

## Education

### HCMC Economic University

B.A, Foreign Trade

1995 – 2000

### HCMC Economic University

Bachelor of Science (B.S.)

## Skills & endorsements

### Customer Service · 14

ROCHDALE  
SPEARS

Endorsed by **4 of Linh's colleagues at Rochdale Spears Group**

### Negotiation · 11

**Phuong Tran, MBA, PMP and 10 connections** have given endorsements for this skill

### Sales Management · 11

**Phuong Tran, MBA, PMP and 10 connections** have given endorsements for this skill

Industry Knowledge

### Furniture · 9

**Business Development** . 3

**Manufacturing** . 3

**International Sales** . 2

**Sales** . 2

**Purchasing** . 2

Interpersonal Skills


**Team Leadership** . 8

**Time Management** . 8

**Team Building** . 4

**Leadership** . 1

**Training** . 1

Other Skills 

**High Performer** . 2

**Reliable** . 2

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Recommendations

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## Kai-Uwe Sielaff

Dip. Economic Engineer, substantial experience in int. purchase, sales & product management.

March 11, 2011, Kai-Uwe managed Linh directly

Linh is a fast learning person, somebody who can adopt quickly to new situation. I learned to know her as an very open and friendly person - a key basic for work in the sales department. Linh has faced troubles and fought to find solution, independently - open minded. Customer preferred her contact and from her ... [See more](#)

## Accomplishments

### Language

French

1  
✓

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