



Stephanie Andretseheny Ralainarivo

General Director

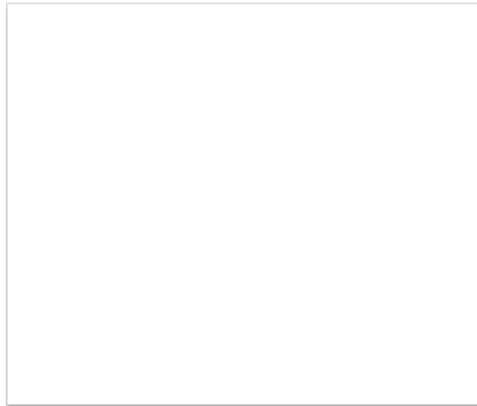
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General Director

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Santa Fe Relocation Services
Vietnam

Masters in International Moving

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About

Experienced Director General with a demonstrated history of working in the relocations industry. Skilled in Negotiation, Operations Management, Customer Satisfaction, Sales Management, and Team Building. Strong business development professional graduated from Masters in International Moving.

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de participer à cette enquête.**

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Experience

Santa Fe Relocation Services Vietnam

13 yrs 9 mos



Director General

Jul 2016 – Present

· 4 yrs 10 mos

Ho Chi Minh city

Overall management responsibility for Vietnam offices across all Business Units (Household Goods Moving, Relocation Services, Visa & Immigration Services & Office Moving).

Santa Fe was first established in Hong Kong in 1980, acquired by East Asiatic Company (EAC) in 1988, and has since then expanded based on the needs of our customers. This has resulted in Santa Fe becoming a leading global mobility services company with operations in 6 continents offering global, regional or local single source solutions to our customers. On 1 April 2015, EAC and Santa Fe merged and we formally changed the name of the parent company to Santa Fe Group. The Relocation Services business supports corporations and their employees relocate and settle in a new country, assisting them with visa, immigration, home and school search, language and culture training, managing expenses, property rentals, etc.

... see more

General Manager

Aug 2007 – Jun 2016

· 8 yrs 11 mos

Hanoi, Vietnam

Santa Fe provides clients with a single source global solution to all relocation and moving needs.

Santa Fe Relocation Services is a leading Relocation Services Company providing a comprehensive range of the highest quality services including: Moving, Immigration/Visa, Work Permit and Residence Card, Familiarization, Home/School search, Language/Cultural Training, Tenancy Management, and Departure Programs to Individual and more

Education

Masters in International Moving

2015 – 2016

INTH Institut national du Tourisme et de l'Hotellerie

DESTH, Hotel, Motel, and Restaurant Management

1992 – 1994

ERC Worldwide

GMS - Global Mobility Specialist, Relocation

2011

Skills & endorsements

Corporate Relocation · 36



Endorsed by **3 of Stephanie's colleagues at Santa Fe Relocation**

Negotiation · 29



Endorsed by **2 of Stephanie's colleagues at Santa Fe Relocation**

Relocation · 24



Endorsed by **3 of Stephanie's colleagues at Santa Fe Relocation**

Industry Knowledge

Logistics · 17

New Business Development · 13

- Customer Satisfaction** . 13
- Operations Management** . 11
- Strategic Planning** . 4
- Business Development** . 4
- Sales Management** . 3
- Business Strategy** . 3
- Program Management** . 2
- Residential Homes** . 1

Interpersonal Skills

- Training** . 22
- Management** . 19
- Team Management** . 9
- Contract Negotiation** . 8
- Customer Service** . 7
- Team Building** . 7

Other Skills 

- Expatriate Management** . 6

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Recommendations

Received (0) Given (1)



Patrick Gaveau

Managing and Creative Director at E-Novov Ltd

October 22, 2020, Stephanie was a client of Patrick's

Thanks Patrick. I had the pleasure to your coaching session last week with BEN and it was great to see so many like minded people in one room. I really liked how you hooked us with the session, so much that we didn't want to take a coffee break out of a 3 hours session. Great exchange with your audience, ... [See more](#)

|

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