



Vân Trần Hồng

General Manager at Shell Vietnam Ltd.

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Vân Trần Hồng · 3rd

General Manager at Shell Vietnam Ltd.

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Shell Vietnam Ltd.

Moscow State University

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Experience

General Manager

Shell Vietnam Ltd. · Full-time

2013 – Present

· 8 yrs

Ho Chi Minh City, Vietnam

Accountabilities:

- Responsible for P&L, maximizing sales output and overseeing E2E value generation levers including revenue, cost of goods sold, SP&A yield, Employee yield, working capital & overhead management
- Oversee country Sales & Marketing strategy, brand activities, product portfolio and Pricing Management
- Provide direct supervision of key functional managers including Sales & Marketing, Route to

[see more](#)

Shell

5 yrs



General Manager

Full-time

Jan 2011 – Dec 2012

· 2 yrs

Ho Chi Minh City, Vietnam

General Manager – Shell Gas Vietnam & Shell Gas Hai Phong, 2011 – 2012

Commercial Manager

Full-time

Jan 2008 – Dec 2011

· 4 yrs

Ho Chi Minh City, Vietnam

Commercial Manager – Shell Gas (LPG) & Shell Gas Hai Phong, 2008 – 2011

Sales Manager



LafargeHolcim · Full-time

Jan 2005 – Jan 2006

· 1 yr 1 mo

Ho Chi Minh City, Vietnam

Sales Manager

ExxonMobil · Full-time



Jan 2002 – Jan 2005

· 3 yrs 1 mo

Ho Chi Minh City, Vietnam

Education

Moscow State University

Bachelor's degree, Economics

Skills & endorsements

Team Spirit

Sales & Marketing

Marketing Strategy

Industry Knowledge

Project Portfolio Management

Strategic Planning

P&L Management

Petroleum

Pricing Strategy

Pipelines

Business Development

Direct Sales

Energy

Gas

Portfolio Management

Sales Management

Sustainability

Interpersonal Skills

Supervisory Skills

Communication

Stakeholder Management

Other Skills ⓘ

General Management

HSSE

Commercial

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LAN Ng
Executive Search & Selection Director and
Business Development Director at
Greyfinders Co., Ltd

April 9, 2021, Vân was a client of LAN'S

I know Lan for the last couple years. Lan is a hard working person and one of the most effective person I've ever known. Lan is also a good team-mate, who is willing to support other members, open for any new ideas, listening to others and values for the difference. Lan always promotes an ethic & compliance culture at... [See more](#)

Accomplishments

Languages

English • Russian

2
v

Interests

Shell Vietnam Ltd.
101 followers

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General Manager at Shell Lubricants Vietnam

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Sales Executive at Shell Vietnam Ltd.

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Tuan Nguyen • 3rd
Indirect Channel Account Manager at Shell Vietnam Ltd.

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Working at Shell Vietnam

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Recruitment Specialist cum Admin at Milensea Retail

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President at UTE Logistics and Supply Chain Club

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Khánh Linh Đỗ
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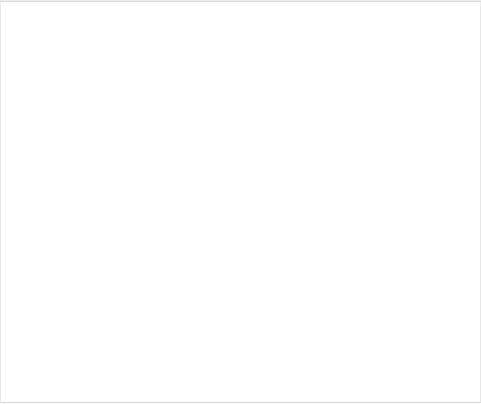
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