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Managing Director at SAP Vietnam

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Managing Director at SAP Vietnam

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## About

- Growing and Accelerating business through developing amazing talents.
- Ensure Customer success through proven commitment & Collaboration.
- Support every customer runs better with SAP.

## Activity

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**Với mỗi một cá nhân tham dự sự kiện, SAP sẽ hồi sinh 100m2 rừng trên.**

Viet shared this

43 Reactions



**Thank you!**

viet replied to a comment



**Thanks chị. Chị em mình vẫn còn hẹn  
chầu cafe nhì. Chắc qua lễ nhất định...**

Viet replied to a comment



**Nhất định sẽ nói với him! Nhiều  
khi có ly bia lại cười được nhiều...**

Viet replied to a comment

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## Experience

### SAP

3 yrs 9 mos



#### Managing Director SAP Vietnam

Full-time

Oct 2020 – Present

· 7 mos

Vietnam

#### General Business Sales Manager

Aug 2012 – Oct 2020

· 8 yrs 3 mos

Hanoi - HCMC

- Growing and Accelerating business through developing amazing talents.
- Ensure Customer success through proven commitment & Collaboration
- Support every customer runs better with SAP.

### Oracle Corporation

4 yrs 4 mos




#### Senior Sales Manager

Sep 2011 – Aug 2012

· 1 yr

#### Sales Manager

Jul 2009 – Sep 2011  
· 2 yrs 3 mos


Show 1 more role 

### System x Country Leader



IBM  
Mar 2006 – Feb 2008  
· 2 yrs

### Client Manager

Datacraft  
 Datacraft Jul 2004 – Feb 2006  
· 1 yr 8 mos

### Leader

Local IT Trading & Services Company  
Sep 2001 – Jul 2004  
· 2 yrs 11 mos  
Vietnam

## Education

### Columbia Southern University



MBA, Business Administration and Management, General  
2008 – 2009

### Vietnam National University, Hanoi



Bachelor  
1997 – 2001

## Skills & endorsements

**Sales** · 21

Endorsed by **Phuong Cu Thi Ella (Ms.)**, who is highly skilled at this



Endorsed by **2 of Viet's colleagues at SAP**

## **Solution Selling** · 20



Endorsed by **Alexei Navolokin, who is highly skilled at this**



Endorsed by **8 of Viet's colleagues at Oracle**

## **Leadership** · 14



Endorsed by **2 of Viet's colleagues at SAP**

## Industry Knowledge

### **Cloud Computing** · 8

### **Sales Management** · 6

### **Channel Partners** · 4

### **CRM** · 3

### **New Business Development** · 2

### **Pre-sales** · 2

### **International Business Development** · 1

### **Social Media Analytics** · 1

## Tools & Technologies

### **SaaS** · 4

### **Enterprise Software** · 3

Other Skills 

**Key Account Management** . 4

**Foreign Trade Mangement** . 1

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## Accomplishments

### Languages

Chinese • English

2  
v

## Interests

### Oracle USA



1,748 members

### Powering Digital Vietnam



130 members

### Sales Management Executives



343,173 members

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1,167 followers

### Simon & Schuster



74,603 followers

### Columbia Southern University



52,127 followers

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