

# 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** 

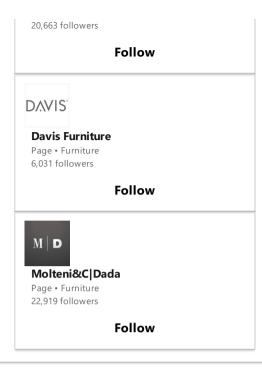
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# Activity

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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.

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#### **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

ROCHDALE 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

... 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.

#### 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

SPEARS.

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

**Negotiation** . 11

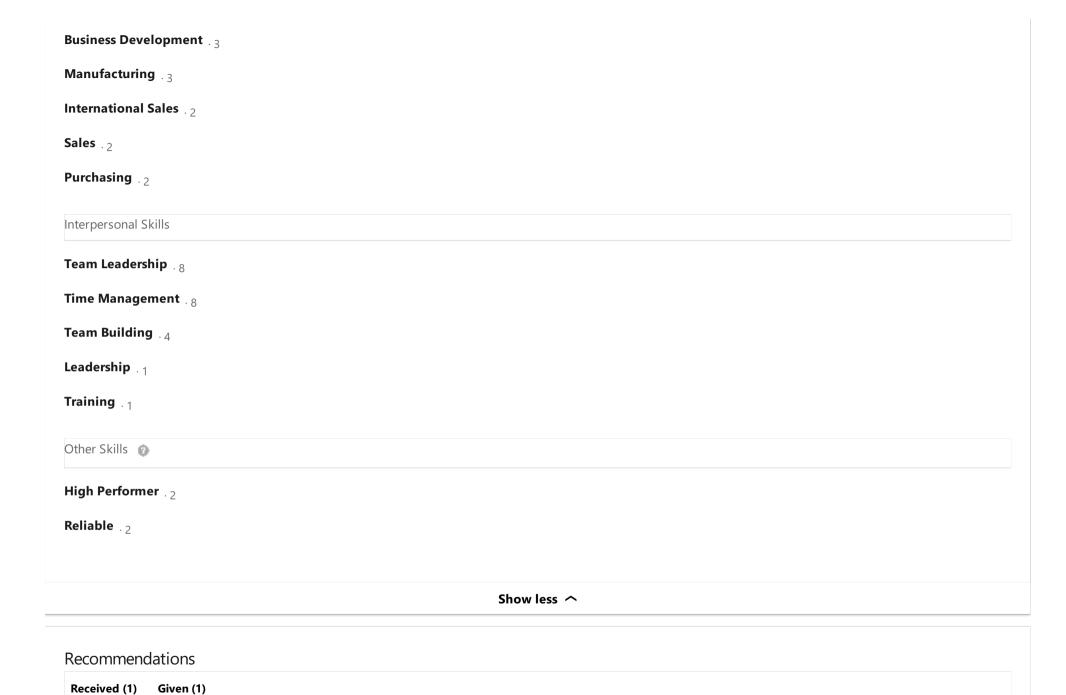
Phuong Tran, MBA, PMP and 10 connections have given endorsements for this skill

Sales Management . 11

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

Industry Knowledge

Furniture . 9



## **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

# Interests

### Burberry

742,239 followers

BURBERRY

#### **Furniture Manufacturers**



63,606 members

#### IKEA

1,964,750 followers



#### Walmart

3,153,478 followers

#### **Bob's Discount Furniture**



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Sourcing Manager at Lowe's Companies, Inc.

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Vinh vinh.phanquoc •3rd

**Director at Vietnam Housewares** 

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Account Manager at Vietnam Housewares

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Hung Nguyen Dinh •3rd

The Home Depot

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Vivian Nguyen •3rd

Senior Account Manager at VNHW

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Le Nhat Huy

President at UTE Logistics and Supply Chain Club

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Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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Nguyen Dinh Dat

Frontend Angular Developer

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Nhi Duong

Student at Ton Duc Thang University

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