Hieu Nguyen Trung

Country Manager at NetApp Vietnam

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Hieu Nguyen Trung · 3rd

Country Manager at NetApp Vietnam

Vietnam · 500+ connections · **Contact info**

NetApp

The University of Communication and Transport

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About

I have been working in IT field since 2001 and used to work for MNCs such as: NetApp, IBM, Cisco, Oracle, VMware, Commvault, Lenovo...
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Activity

2,155 followers

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Experience

Country Manager - Vietnam
NetApp
Nov 2019 – Present
· 1 yr 6 mos

Country Manager
Commvault
Nov 2018 – Nov 2019
· 1 yr 1 mo
Hanoi

District Manager
Softline Internatinational Group
Sep 2015 – Sep 2018
· 3 yrs 1 mo
Hanoi Vietnam

- Manage Softline Team in Hanoi
- Provide the guidance for the team and revenue leadership.
- P&L management and Sales Cadence, manage Sales pipelines and account planning for all sectors.
- Business planning for at least 2 years, especially for high touched accounts.

... see more

Sales Manager
VMware
Feb 2013 – Apr 2015
· 2 yrs 3 mos
Hanoi

Covering the North Business that focus on Public Sector, Bank and Enterprise.

Directly working with customer, manage and support all Distributors, VMware's Partners, and non – VMware's partners.

... see more

System X - Sales Director of the North
IBM
Aug 2011 – Feb 2013
· 1 yr 7 mos
Hanoi

Sales Director of the North - System X Servers (Covering the North Market)

Manage and support all Distributors, Tier 1 Partners, premium partners and non – IBM's partners. Manage and maintain customer relationships for the North of Vietnam. Identifies and qualifies new distributors or System Intergrators. Build up and collaborate with partners to run the sales and marketing programs. ... see more

Show 3 more experiences

Education

The University of Communication and Transport
good, Telecommunication Technology
1996 – 2001

Skills & endorsements

Business Development · 16

Endorsed by **Huy Quang Ngo, who is highly skilled at this**

Endorsed by **3 of Hieu's colleagues at IBM**

Management · 14

Endorsed by **2 of Hieu's colleagues at IBM**

Solution Selling · 12

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

Endorsed by **2 of Hieu's colleagues at IBM**

Industry Knowledge

Business Planning · 9

Cloud Computing · 6

Sales Operations · 4

Telecommunications · 4

Channel Partners · 4

Sales Management . 2

Data Center . 2

Business Strategy . 1

Account Management . 1

Sales . 1

Tools & Technologies

Enterprise Software . 1

Interpersonal Skills

Leadership . 5

Team Leadership . 5

Negotiation . 1

Team Management . 1

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Interests

Sales Management Executives
343,172 members

Meg Whitman
CEO at Quibi
2,366,102 followers

Sanyin Siang
Duke Fuqua/Coach K Leadership Center Exec Dir and Engineering prof, Thinkers50

1,077,399 followers

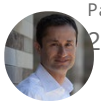
Steven Sinofsky

Experienced business and product development leader, investor, advisor, director

571,188 followers

Aaref Hilaly

Partner at Bain Capital Ventures



278,378 followers

Sallie Krawcheck

CEO and Co-Founder of Ellevest

2,669,465 followers

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People also viewed

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Sales Manager at NetApp

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Huynh Phuc Yem Quan Mr. •3rd

Country Manager at VMware Vietnam

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Thuy Luong •3rd
Country General Manager

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Le Minh Thang •3rd
Country Manager | Secure Your Everything

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Nam Anh Nguyen •3rd
Channel Lead at NetApp

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People you may know

Anna Nguyen
Niteco's hiring Technical Recruiter. Inbox me for more detail.

Connect

Khoa Le Quynh
Assistant Brand Manager Marketing at Kido

Connect

Anh Dang
Hope you have a great day

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Bao Lam
Associate Software Engineer at Orient Software Development Corp.

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Dung Dương
IT Recruiter

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