



Le Dinh Lap

Country manager - Vietnam, STERIS Corporation

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Le Dinh Lap · 3rd

Country manager - Vietnam, STERIS Corporation

Vietnam · 500+ connections · [Contact info](#)

**Ho Chi Minh City University of
Technology**

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Product specialities:

_ Surgical Lights and Examination Lights

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Le Dinh replied to a comment



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Le Dinh replied to a comment



Thank you

Le Dinh replied to a comment




Yes, in HCMC

Le Dinh replied to a comment

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Experience

Country Manager - Vietnam

 **STERIS**
Jun 2017 – Mar 2021
· 3 yrs 10 mos
Vietnam

MAQUET South East Asia Pte. Ltd

5 yrs 5 mos

Area Sales Manager

Oct 2013 – Jun 2017

· 3 yrs 9 mos

HCMC

- Analyze and assess the existing business in Vietnam, Laos and Cambodia;
- Work closely with existing distributor network, support and increase existing business revenue;
- Maintaining and expanding collaboration and partnerships with clients, agents and turnkey contractors;
- Develop, appoint, train and manage new distributors for products that is not represented;

... see more

Sales executive

Feb 2011 – Oct 2013

· 2 yrs 9 mos

HCMC, Vietnam

- _ Business & Sales development
- _ Distributors support & training (sales, products)
- _ Project management

Sales Representative

VietSing Medical Devices Joint Stock Company
May 2010 – Jan 2011
· 9 mos
Vietnam

Sales representative

DigiMed
Jan 2009 – Apr 2010
· 1 yr 4 mos

Sales executive

Sinh Viet Corporation
Sep 2007 – Dec 2008
· 1 yr 4 mos

Education

Ho Chi Minh City University of Technology

Bachelor of Engineering (BE), Biomedical/Medical Engineering
2003 – 2008

Skills & endorsements

Sales · 23

Endorsed by **2 of Le Dinh’s colleagues at Maquet Getinge Group**

Operating Room · 6

Endorsed by **2 of Le Dinh’s colleagues at Maquet Getinge Group**

Project Management · 6

Eugene Phang and 5 connections have given endorsements for this skill

Industry Knowledge

Sales Management . 21

Medical Devices . 14

Market Development . 9

Product Launch . 10

Sales Operations . 6

Capital Equipment . 4

Marketing . 4

Product Marketing . 3

Interpersonal Skills

Training . 5

Management . 2

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Accomplishments

Languages

English • Vietnamese

2
v

Interests



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Service Engineer

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National Sales Manager at Medtronic

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Sales Manager at IDS Medical Systems (idsMED)

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Dzung Tran •3rd
Pentax Medical's Country Head in Vietnam & Cambodia

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Cam Anh Nguyen Phuoc, MSc. •3rd
Business Development Manager at B.Braun Vietnam Ltd.

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BE BA (My Nguyen)
Recruitment Specialist cum Admin at Milensea Retail

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After April 15, 2021, your read

receipts and typing indicators setting will expand to all messages, including InMails and Message Requests.

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Got it