

Nam Nguyen

Country General Manager at Trip.com

Connect

♠ Message

More...



Try Premium Free for 1 Month





Connect

♠ Message

• • •

Nam Nguyen · 3rd

Country General Manager at Trip.com

Vietnam · 500+ connections · Contact info



Trip.com



Northwood University-Florida

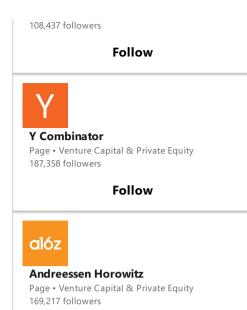
People and pages related to Nam

See all



>





Follow

About

- 10 years of experiences in Tourism Industry with various fields and more than 5 years in Managerial role of a team up to 30 members.
- Expertise in Data analysis, People developing and coaching, OTAs industry and Hotel Revenue Manageme

... see more

Activity

2,007 followers



Today has marked a new milestone for Trip.com Group on its great...

Nam shared this

26 Reactions • 1 Comment



Happy New Year from our lovely

See all activity

Experience

Country General Manager - Vietnam



Lead a team of market managers/ Senior market managers that are responsible for identifying, acquiring and managing successful hotel partners across Vietnam; Implement strategies and promotional activities with partners to enhance productivity and opportunities, lead the business development team in the region to achieve/ exceed challenging goals;

Develop and implement a strategy for the team's business development activities, to monitor and strengthen the productivity of new and established partnerships;

Conduct market research into trends in the industry and market to ensure the competitiveness of Trip.com's products;

Analyze and feedback on the availability and quality of data, which lead to recommendations for commercial improvements;

Represent the company at relevant trade-shows, workshops and events to promote the Trip.com brand and products;

Develop and own relationships with key decision makers at hotels, technology partners and other relevant partners;

... see more

Booking.com



Full-time

Aug 2018 - Jul 2020

· 2 yrs

Ho Chi Minh

Manage a team of Account Managers and Account Executives in Center Region of Vietnam

Coaching and training team members on Commercial skills;

Provide PDP to team members and perform Quarterly & Annual Performance Review.;

Pay visits and exclusive consultancy to key accounts;

... see more

Senior Account Manager - North

Full-time Jul 2016 - Jul 2018 · 2 yrs 1 mo Hanoi

Set up new office in Hanoi;

Manage a team of Account Managers and Account Executives in North Region of Vietnam

Coaching and training team members on Commercial skills;

Provide PDP to team members and perform Quarterly & Annual Performance Review.;

... see more

Show 1 more role 🗸

Events Sales Executive

Park Hyatt Saigon PARK HYATT SAIGON May 2012 - Oct 2013 · 1 yr 6 mos Ho Chi Minh City

> Manage and achieve daily sales activities Achieve Personal and Team Sales' target Develope Personal Development plan Analyze and develope Personal Business plan

... see more

SEM Specialist

ZALORA Vietnam ZALORA eb 2012 – May 2012 · 4 mos Ho Chi Minh City

> In charge of Google display network Ensure the Ads appearance on top priority In charge of keywords analytics Optimization task for GDN and SEM performance

... see more

Sales & Marketing Manager

Travel Plus Co. Jan 2011 – Jan 2012 · 1 yr 1 mo Ho Chi Minh City

Ensure the assigned tasks to be done effectively Planning the company's marketing strategy Schedule and planning the company's sales strategy Supervise staffs to ensure the standard will be met

... see more

Education

Northwood University-Florida

3achelor of Business Administration (BBA), Hospitality Administration/Management, Honors 2009 - 2010

Activities and Societies: Courses include International trade, International management, Statistic, Financial Management Participant of Globus Strategy Stimulation Software

Swiss Hotel Management School



SEM

Tourism

Hotels

Event Planning

 $\label{thm:ligher Diploma} \ \ \text{In Hospitality Management, Hospitality Administration/Management, Merit}$

2006 – 2008

Activities and Societies: Courses include Managerial Accounting, Human Resource, Marketing, MICE markets, French Managing Front office Operations, Hospitality Sales and Marketing, Managerial Accounting

Licenses & certifications

Food & Beverage Management

Skills & endorsements
Management . 9
Pieter CLAUDEL and 8 connections have given endorsements for this skill
Sales . 5 Kolawole Oluwaloye and 4 connections have given endorsements for this skill
Hospitality Management . 4
Ni Vi Vo and 3 connections have given endorsements for this skill
Industry Knowledge
Marketing Strategy . 4
Event Management . 2

Revenue Analysis
Hotel Management
Online Marketing
Business Planning
Sales Strategy
Analytics
Tools & Technologies
Microsoft Office . 1
Google Analytics
Google Adwords
nterpersonal Skills
Customer Service . 4
Teamwork . 1
Negotiation
Training
Team Leadership
Coaching
Languages
Vietnamese
Other Skills 👩

Hospitality . 1

Resorts . 1

Hospitality Industry

Show less ^

Accomplishments

Languages

English • France • Vietnamese

Interests

Agoda

249,234 followers

agoda

Park Hyatt Saigon

7,625 followers

PARK HYATT SAIGOR

Gough Recruitment

22,598 followers

Booking.com

B. 572,656 followers

Swiss Hotel Management School



16,314 followers

Northwood University

People also viewed



Clara Tran •3rd

E-commerce | Sales | Business Development | Account Management and Planning | Customer Success Management |

Connect



Apple Thy Huynh •3rd

Country Market Manager @ Traveloka

Connect



An Thoi •3rd

Business Development Support

Connect



Mai Phan •3rd

Senior Account Manager at Booking.com

Connect



Natalie Thuan Ngo •2nd

Business Development Manager at Amazon

Connect

Show more ✓

People you may know



BE BA (My Nguyen)

Recruitment Specialist cum Admin at Milensea Retail

Connect



Le Nhat Huy

President at UTE Logistics and Supply Chain Club

Connect



Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

Connect



Nguyen Dinh Dat

Frontend Angular Developer

Connect



Nhi Duong

Student at Ton Duc Thang University

Connect

∨Show more

Accessibility	
Talent Solutions	
Community Guidelines	
Careers	
Marketing Solutions	
Privacy & Terms ✓	
Ad Choices	
Advertising	
Sales Solutions	
Mobile	
Small Business	
Safety Center	
Questions? Visit our Help Center.	
Manage your account and privacy Go to your Settings.	
Select Language	
(Arabic) العربية	
LinkedIn Corporation © 2021	
	C
	•••

