



**Toan Kieu**

Country Manager |Helping people imagine, design, and make a better world|

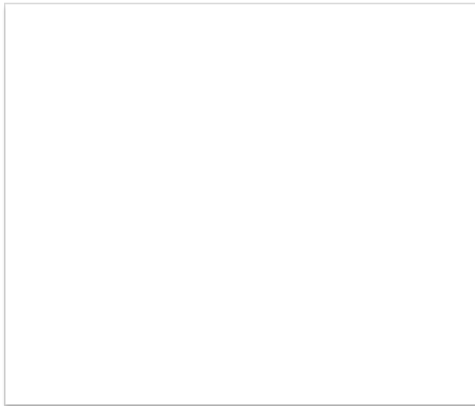
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Toan Kieu · 3rd

Country Manager |Helping people imagine, design, and make a better world|

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



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## About

Over 20 years of working experience in the industry of information technology and services, Toan is an energetic and motivated sales and business development professional with solid sales, channel transformation and leadership experience in the information technology and services industry.

... [see more](#)

## Activity

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**Great moments with my strong  
#team. #FoM #leadership #resilience**

Toan shared this  
61 Reactions



**Good job, Anton. My goal in 2020**

was 1288km. My actual result 202

Toan commented



**Congrats Khánh nhé.**

Toan commented



**Great work**

Toan commented

[See all activity](#)

## Experience



### **Country Manager [Vietnam, Myanmar & Cambodia]**

Autodesk · Full-time

Dec 2018 – Present

· 2 yrs 5 mos

Vietnam

As the Country Manager, Vietnam, Myanmar & Cambodia, Toan is responsible for leading a dynamic team of territory sales manager and channel managers towards establishing Autodesk's leadership in these countries across industries: constructions, manufacturing and media and entertainment. He also responsible for orchestrating, influencing and aligning a virtual team in ASEAN to support countries including Industry Sales, Technical Sales, demand Generation/Marketing, Finance, Legal, etc



### **Microsoft**

5 yrs 10 mos

**Senior Enterprise Account Manager |FSI, Manufacturing and Retail|**

Nov 2017 – Dec 2018

· 1 yr 2 mos

Ho Chi Minh

As Senior Account Executive, Toan's responsible for leading and defining a strategic vision for transforming the customer, and driving the CxO level connections, in and outside IT. Primary responsibilities are:

- Agility to quickly define opportunity and coordinate multiple resources, internally and externally. Mapping joint plans to customer timelines with launch of their products will drive added sell with value.
- ... see more

### **Business Development Manager**

Mar 2013 – Oct 2017

· 4 yrs 8 mos

Ho Chi Minh - Vietnam

As business development manager at Microsoft Vietnam. Toan is responsible for orchestrating with Corporate Accounts sales, Partner sales, Specialist sales, Services and Enterprise Marketing teams to identify, develop and drive qualified pipeline opportunities, and to ensure capacity within the Partner ecosystem that aligns to Partner Sales Plans and Partner Business Plans through the use of territory planning, rhythm of business (ROB), Pipeline reviews, etc.

... see more

### **Business Solutions Manager**

Microsoft

May 2010 – Dec 2012





· 2 yrs 8 mos  
Ho Chi Minh City - Vietnam

As business solution manager, Toan led a team of over fifteen employees and was responsible for developing sales strategy, maintaining sales and service operation, initiating innovation and directly involving to support key strategy accounts.

### Professional Service Director



DigiNet Corporation · Full-time  
May 2001 – May 2009  
· 8 yrs 1 mo  
Ho Chi Minh City, Vietnam

As Professional Service Director, Toan was responsible for managing consulting & service strategy, developing initiatives and maintaining operations in consulting & service Division. Toan led the team of over thirty of employees and also provided strong support to sales and R&D department as the trusted advisor.



## Education

### The University of Bolton



MBA, Business Management  
2009 – 2011

## Licenses & certifications

### Bill George on Self-Awareness, Authenticity, and Leadership



LinkedIn  
Issued Jan 2021 · No Expiration Date

### Challenger Sales



Microsoft  
Issued Sep 2017 · No Expiration Date

### Valua Negotiation



NSEED  
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Skills & endorsements

ERP . 22

Trương Nguyễn and 21 connections have given endorsements for this skill

Business Analysis . 19



Endorsed by 6 of Toan’s colleagues at Microsoft

Management . 19



Endorsed by 10 of Toan’s colleagues at Microsoft

Industry Knowledge

CRM . 16

Business Intelligence . 13

Solution Selling . 11

Software Project Management . 10

Project Planning . 8

Cloud Computing . 7

Sales Presentations . 5

Pre-sales . 4

Requirements Analysis . 3

IT Management . 3

Business Process . 2

## Customer Relationship Management (CRM) . 2

### Change Management

### Business Strategy

Interpersonal Skills

### Team Leadership . 13

### Team Management . 6

### Presentations . 2

### Presentation . 1

### Organization Skills

### Leadership

Other Skills ⓘ

### Training and coaching . 1

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## Recommendations

Received (6)   Given (2)



### Paul Wilson

Google Cloud, Public Sector (Asia Pacific)  
Managing Director

March 14, 2020, Paul managed Toan directly

Toan led the Autodesk (Vietnam) business during my tenure. He and the team achieved very impressive growth rates while securing lighthouse wins with some of Vietnam's largest customers in the construction and manufacturing industries. Toan is both strategic and tactical, adapting his leadership s... [See more](#)





### Julie Ton, MBA

Oracle NS Strategic Technology Consultant |  
Ex- Microsoft | Making impact with digital  
transformation | CRM & ERP

December 23, 2018, Toan worked with Julie in the  
same group

Describing anh Toan Kieu in 3 words - " Visionary ; Value Driven ; Charismatic Leadership". Visionary - One of the top strengths of Toan is his ability to set & sustain a big picture vision for his Team to achieve long-term goals that are closely aligned with organization calls and objectives. Working in his team,... [See more](#)

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## Accomplishments

### Language

English

1

## Interests



### Canada Recruitment (CanadaRecruitment.ca)

335,057 members



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3,207 members



### Satya Nadella

CEO at Microsoft

3,920,316 followers



### BNI Group (Business Network International)

38,507 members



### Vietnam Jobs

19,471 members

**Bill George** 

Harvard Business School Professor, former Medtronic CEO, and Best-selling Author

208,812 followers



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**Anh Nguyen** •3rd

Territory Sales Executive at Autodesk

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Country General Manager at Microsoft

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**Thao Tran** •3rd

Regional Director Of Sales And Marketing at Konia company Ltd.

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Senior Territory Sales Manager at SAP

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**Abbie Dinh** • 3rd   
ASEAN Inside Sales Lead

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## People you may know



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

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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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Student at Ton Duc Thang University

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