

## **James Brand**

International Franchise Manager chez InFranchise.vn

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James Brand · 3rd

International Franchise Manager chez InFranchise.vn

Vietnam · 361 connections · Contact info



**Buy2sell Vietnam** 

Université Pierre Mendès-France (Grenoble II)

## About

I moved to Ho Chi Minh City in 2013 for studying et lived there until today.

Due to my valuable education and my professional experiences, I have acquired efficient skills in Communication, Sales and Management.

... see more

Posts James created, shared, or commented on in the last 90 days are displayed here.

#### See all activity

## Experience

#### International Sourcing Manager at Buy2Sell



3uy2sell Vietnam · Full-time ul 2020 – Present

· 10 mos

Ho Chi Minh-Ville et périphérie

Conducting market research, as well as creating cost estimates and forecasts.

Discover and partner with trustworthy vendors and suppliers

Generate and implement efficient sourcing and category management strategies

Negotiating contracts with key suppliers, including costs and terms of supply, service, and quality.

Optimize sourcing procedures to attain maximum efficiency

Maintaining strategic sourcing relationships and developing strong partnerships

#### **Sales and Business Development for French Market**

Trails of Indochina · Full-time
Feb 2020 – Mar 2020

TRAILS INDOCHINA · 2 mos

Ho Chi Minh-Ville, Viêt Nam

Identify new sales opportunities in each market/destination.

Identify and maintain a database of existing and potential agents.

Recruit and manage French Speaking team.

Set targets and KPIs for the team and the department.

... see more

### **MICE Project Manager**

Phoenix Voyages Group Dec 2016 – Jan 2020 • 3 yrs 2 mos

Vietnam

Master in handling client's enquiry, preparing tailor made proposal and closing deals

With client for Thailand, Cambodia and Vietnam Destination.

Inspecting venues, create and develop new high-end products aims to European market.

Negotiating and contracting with high class suppliers: hotels, restaurants, transports, activities.

... see more

#### **Sale Executive & Market Development**

JTB-TNT Vietnam Co., Ltd

Apr 2015 – Dec 2016 · 1 yr 9 mos Ho Chi Minh City

Handling client's requests.

Negotiate with suppliers and partners.

New products conception.

Marketing (brochures & websites conception).

#### **Event Organization**

**Event Organization** 

Oct 2014 - Mar 2015

· 6 mos

SnowGarden Festival:

- logistic support,
- Customer reception & information,
- Security

... see more

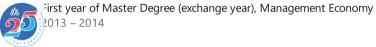
Show 2 more experiences 🐱

## Education

#### Université Pierre Mendès-France (Grenoble II)

Master's degree in Economic Strategies in Sport & Tourism, Économie de gestion 2014 – 2015

## **Hoa Sen University**



## Université Pierre Mendès-France (Grenoble II)

Bachelor's degree in Economic and Management 2009 – 2013

## Skills & endorsements

Marketing . 6

Phoebe Nguyen and 5 connections have given endorsements for this skill

Management . 6
Phoebe Nguyen and 5 connections have given endorsements for this skill
PowerPoint . 5
Phoebe Nguyen and 4 connections have given endorsements for this skill
Industry Knowledge
industry knowledge
Event Management . 5
Project Management . 4
Public Relations . 3
Tools & Technologies
Microsoft Office . 5
Microsoft Excel . 5
Microsoft PowerPoint . 3
Interpersonal Skills
Teamwork . 5
realised 1.5
Languages
Languages
French
Other Skills 📵
Anglais . 7
Français . 5
······ <b>3</b> ······ · · 2

Communication marketing .5

Réseaux sociaux .5

Gestion d'évènement .5

Service client .4

Gestion de projet .4

Stratégie commerciale .3

#### Show less ^

## Accomplishments

## Languages

Anglais • Français • Vietnamien

## Interests

## Franchise Ownership Networking

1,324 members

## Jacques Attali 🛅

Écrivain, Président de A&A et de la Fondation Positive Planet 1,646,960 followers

#### **Banyan Tree Hotels & Resorts**

190,448 followers

## Franchise Marketplace



3





#### **Amaris Consulting**

176,795 followers



# People also viewed



Alina Taran •3rd

Customer Service Specialist with over 3 years of experince in Russia and Vietnam. Currently based in Ho Chi Minh city.

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Nicolas Cabero •3rd

Import amazing products to Vietnam, Singapore & Hong-Kong!

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Virginie Balas •3rd

MICE Manager at Phoenix Voyages Group

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**Theophile Poumaere •**3rd+

Search Executive @ PHD

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Thuy Nguyen Thi Thanh •3rd

Sunrise Nha Trang Beach Hotel & Spa

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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

## Connect



Nguyen Dinh Dat

Frontend Angular Developer

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Nhi Duong

Student at Ton Duc Thang University

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