



Desmond Chua

Managing Director

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Managing Director

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KSB VIETNAM CO., LTD



Ngee Ann Polytechnic

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Desmond commented

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Experience

Managing Director

KSB VIETNAM CO., LTD

Jan 2016 – Present

· 5 yrs 4 mos

Ho Chi Minh City, Vietnam

GRUNDFOS



5 yrs

Head of Sales & Marketing

Mar 2014 – Dec 2015

· 1 yr 10 mos

Sales Manager

2009 – Feb 2014

· 5 yrs

Business Development/Area Manager

Grundfos Singapore

Aug 2001 – Dec 2008

· 7 yrs 5 mos

Sales Engineer

Salmson Regional Office

Jan 2001 – Jul 2001

· 7 mos

Education

Ngee Ann Polytechnic



Electrical Engineering, Electrical Engineering

1990 – 1993

Skills & endorsements

International Sales · 16



Endorsed by **Chee Meng Tan**, who is highly skilled at this



Endorsed by **9 of Desmond's colleagues at GRUNDFOS**

Key Account Management · 12



Endorsed by **5 of Desmond's colleagues at GRUNDFOS**



Endorsed by 5 of Desmond’s colleagues at GRUNDFOS

Industry Knowledge

Business Development . 9

Business Strategy . 8

Product Development . 6

Product Management . 6

New Business Development . 5

Sales . 5

Engineering . 5

Project Management . 3

Supply Chain Management . 3

Operations Management . 3

Account Management . 2

B2B . 2

Strategy . 2

Procurement . 2

International Business . 2

Manufacturing . 1

Marketing Management . 1


- Market Analysis . 1
- Product Marketing . 1
- Pumps . 1
- Marketing Strategy . 1
- Business Planning . 1
- Forecasting . 1
- Pricing . 1

Interpersonal Skills

- Cross-functional Team Leadership . 3
- Negotiation . 2
- Contract Negotiation . 1

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Louis Lim •3rd+

Service Team Lead at GRUNDFOS

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Cindy Lu •3rd

Dynamic & high-achieving sales account specialist driven to increase sales in new and existing accounts.

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Eddie Tan •3rd

Managing Director of Leistritz - helping companies expand and align strategies profitably across Asia in sales/operations/project management/manufacturing

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Kai Liang •3rd

IM Critical Engineering Center China Managing Director

IMI Critical Engineering, Greater China - Managing Director

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Anh Dang
Hope you have a great day

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