



Hieu Nguyen Van

Regional Spare part Sales Manager at Vietnam Suzuki Coporation

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Regional Spare part Sales Manager at Vietnam Suzuki Coporation

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Vietnam Suzuki Coporation

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Communications University**

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About

More than 9 years of experience on Sales, Spare Parts and Service roles in Automotive industries at Honda and Suzuki Vietnam.

- I am a highly motivated professional who is committed to developing my career in various areas

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Experience

Regional Spare part Sales Manager

Vietnam Suzuki Coporation

Sep 2017 – Present

· 3 yrs 8 mos

North, South Center, Highland

- In charge 72 dealers of motorcycle about spare part sales
- Manage and set up target of spare part sales
- Monitor dealers in spare part activities
- Train dealer staff for spare part task
- Build program and propose to Company BOD for dealer spare part sales increasing.

Viet Nam Suzuki Corporation

4 yrs

District Spare Part & Service Manager in the North & South Center

Aug 2015 – Aug 2017

· 2 yrs 1 mo

Ha Noi office branch

Responsibilities:

Rotated to Spare Parts Sales & Service Manager role; in charge of covering all parts & service activities of Suzuki in North & South Center Viet Nam, from Ha Noi city to Quang Ngai province.

- Coordinating with all relevant departments and dealers for service campaigns, smooth flow of spare parts supply and service measures.

... see more

District Sales Manager

Sep 2013 – Aug 2015

· 2 yrs

Ha noi office branch

Responsibilities:

Managed sales of Suzuki products (scooters) through the dealer network of 32 dealers in Northern coast at 10 provinces from Nam Dinh to Hoa Binh.

- The candidate managed to consolidate and effective improved saleswhich fluctuated before he was in charge: achieved sales over average 600 products/ month.. see more

Honda Vietnam Co., Ltd.

6 yrs 1 mo

Marketing Project Leader

Apr 2010 – Aug 2013

· 3 yrs 5 mos

Ha Noi office branch

Responsibilities:

Rotated to Marketing team and was responsible as the main person to take care of all Marketing & Branding activities of Honda in Vietnam market.

- Managed the team of 5 members who were responsible for event organization, online marketing, TVC, marketing document & report and marketing administration.

... see more

Area Sales Manager

Aug 2007 – Mar 2010

· 2 yrs 8 mos

Ha Noi office branch

Responsibilities:

Managed sales of Honda products through the dealer network of 32 dealers in Northern coast at 10 provinces Nam Dinh to Hoa Binh province.
Managed from 20 to 30 executive dealers of Honda vn in assigned areas;

... see more

Sales Executive

Blogic Systems- (POS Solution Provider - USA)

Feb 2007 – Jul 2007

· 6 mos

Blogic Systems Vietnam

- + Visiting Ha Noi market and seeking potential customers who are shop owner, supermarket manager, retailer and warehouse keeper
- + Using sales skill to achieve sales target in software and hardware products of the company
- + Developing relationship with current customers and selling additional value production
- + Market survey and Report to general manager

... see more

Education

Ha Noi Transportation & Communications University

Bachelor of Economic Engineering, Post and Telecommunication Economy

2003 – 2007

Activities and Societies: English Century Club Student Youth Union

- I focused on Study of Faculty
- I used free time for book reading, Sport playing and Club attending

PACE Entrepreneur Acedemy

Online study, Sales, Distribution, and Marketing Operations, General, Public Presentation

2014 – 2014

Activities and Societies: - Teamwork and leadership is required in training course

- Training how to become excellent sales man
- Training skills to increase Sales turnover and market share
- Training about sales, Distribution, Marketing Operation and General of market
- Practicing on demo cases from experts to develop market segment

Khan Acedemy

Online certificate, Economics and Finance, Computing, Math

2014 – 2015

Activities and Societies: - Training about economics and finance online with famous Experts - Training about computing and presentation online with famous Experts - Learning on Jobs with teams

- Learning and getting experience from online training courses

Licenses & certifications

Spare part Sales and Service operation

Vietnam Suzuki Corporation

Issued Sep 2015 · No Expiration Date

Credential ID SSPS#39

Honda Marketing & Manager Seminar ,Honda Team Leader Work Shop,Suzuki Sales Team Management

Honda Vietnam Co., Ltd., Vietnam Suzuki Corporation

Issued Feb 2009 · No Expiration Date

Credential ID H.M.M.S20W#36 ,H.T.L.W#22,S.S.T.M #10,SSPS#39

Volunteer experience

☐ Volunteer during SOM1 and 14th APEC leaders' meetings in the APEC Secretariat



/vietnam government

Mar 2006 – Nov 2006 • 9 mos

- Support foreign Visitors/Guests at Ha noi city when they joined APEC 14th in hotel accommodation, schedule, working location

Skills & endorsements

Sales Operations . 1

Ta Cong Minh Tuan has given an endorsement for this skill

Sales Management . 1

Ta Cong Minh Tuan has given an endorsement for this skill

Motorcyle & Automobile Market Knowledge . 1

Ta Cong Minh Tuan has given an endorsement for this skill

Industry Knowledge

Online Marketing . 1

SEO

Event planning

New business development

Strategic Planning . 1

Marketing . 1

Interpersonal Skills

Negotiation . 1

Management . 1

Teamwork . 1

Team Leadership . 1

Leadership . 1

Other Skills

Spare part & Service Operation . 1

Corporate Communications

Software solutions systems

Accounting Awareness

Motorcycle . 1

Accomplishments

Languages

English • Vietnamese

2
✓

Organization

Accounting and Excel Solution Forum

1
✓

Publication

Parts sales & Service Manager

1
✓

Interests

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