Tran Thanh Tu

Cross Sales Manager of South Vietnam & Cambodia Market, Systems Hardware

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Cross Sales Manager of South Vietnam & Cambodia Market, Systems Hardware
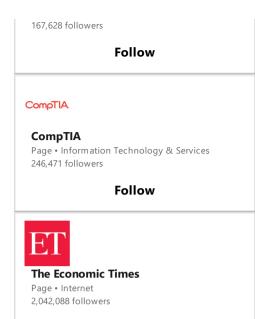
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IBM
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Hanoi University of Technology

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1. IBM Selling Profession Certification - Level II in 2019
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Experience

IBM
3 yrs 8 mos

IBM

Cross Sales Manager of South Vietnam & Cambodia Market, Systems Hardware

Jul 2017 – Present
· 3 yrs 10 mos
Vietnam

Technical Sales Manager
Jan 2012 – Present
· 9 yrs 4 mos
Vietnam

Manage and develop techinal sales team to support & growth IBM Systems and Technology Group (Hardware & System software) in Vietnam market.
Together with sales team to align and support and focus on these new IBM initiatives and tranformations.
Involve, lead and/engage these IBM Experts in ASEAN, AP & WW into these important projects, initiatives.   … see more

Storage Technical Business Manager in Vietnam, Thailand & Philippines
Jan 2016 – Jun 2017
· 1 yr 6 mos
Vietnam

Manage and develop techinal sales team to support & growth IBM Systems and Technology Group (Hardware & System software) in Vietnam, Thailand & Philippines markets.
Together with sales team to align and support and focus on these new IBM initiatives and tranformations.
Involve, lead and/engage these IBM Experts in AP & WW into these important projects, initiatives   … see more

Storage Pre-sales Specialist
Sep 2007 – Jan 2012
· 4 yrs 5 mos
HCMC

Consult IBM System Storage Solution and lead overall Server, Storage and Software solution for core banking and SAP ERP solutions

Education

Hanoi University of Technology
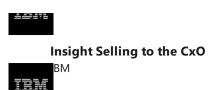BA, Electronic and telcommunications
1999 – 2004

Quoc Hoc, Hue
1996 – 1999

Licenses & certifications

IBM Selling Profession Certification - Level II
IBM

Insight Selling to the CxO

IBM

Skills & endorsements

Pre-sales . 28

Endorsed by **ARUNACHALAM S and 1 other who is highly skilled at this**

Endorsed by **19 of Tran Thanh's colleagues at IBM**

Cloud Computing . 14

Endorsed by **Huan Tran and 1 other who is highly skilled at this**

Endorsed by **9 of Tran Thanh's colleagues at IBM**

Storage . 13

Endorsed by **Melvin Lim, who is highly skilled at this**

Endorsed by **7 of Tran Thanh's colleagues at IBM**

Industry Knowledge
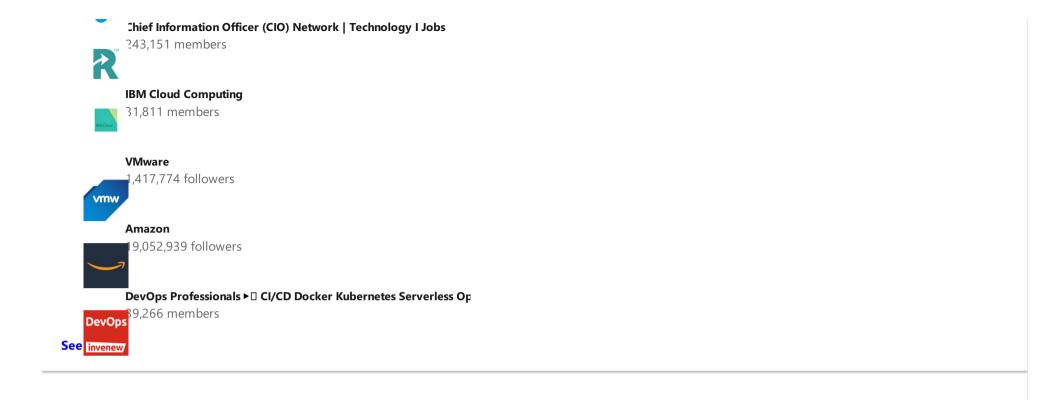
Solution Selling . 9

Solution Architecture . 7

Sales . 5

Business Development . 5

Business Analysis . 5

Virtualization . 4

Project Management . 3

Channel Partners . 2

Data Center . 1

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Project Planning

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Team Leadership . 9

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Digital Transformation and Cloud Evangelist

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Tam Phan Hong •3rd
Director of Cloud Infrastructure at FPT Smart Cloud

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Tien Bao Bui •3rd
Solutions Specialist - System Hardware Cross Brand at IBM

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Hoang Le Doan •3rd
Data Governance Manager at Techcombank (TCB)

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Lan Duong Hoang •3rd
Sales Director at Intellect Design Arena Ltd

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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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