



**Frédéric Huynh-Quan-Dat**

Regional Manager North & West Africa at Qatar Airways

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Regional Manager North & West Africa at Qatar Airways

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



**Qatar Airways**



**ICN Business School**

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## Activity

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## Experience

**Qatar Airways**

2 yrs 8 mos



**Regional Manager North & West Africa**

Full-time

Dec 2020 – Present

· 5 mos


Casablanca, Casablanca-Settat, Morocco

**Country manager Vietnam, Cambodia and Laos**

Sep 2018 – Dec 2020


· 2 yrs 4 mos  
Ho Chi Minh City, Vietnam

### General Manager Vietnam

 Etihad Airways  
Jan 2013 – Aug 2018  
· 5 yrs 8 mos  
Ho Chi Minh City, Vietnam

### Air France-KLM

1 yrs 8 mos


 **Manager Corporate Accounts Strategy and Tools, International markets**  
Jun 2010 – Dec 2012  
· 2 yrs 7 mos  
Paris Area, France

### United Arab Emirates Country Manager

May 2008 – Aug 2010  
· 2 yrs 4 mos  
Dubai, United Arab Emirates


### Air France

3 yrs

 **Near East Commercial Director**  
Feb 2005 – May 2008  
· 3 yrs 4 mos  
Beirut District, Lebanon


### Air France, Americas Business Intelligence Manager

2002 – 2005  
· 3 yrs  
Paris Area, France

Show 1 more role 

## Education

### ICN Business School

 Master, Master in Management  
1995 – 1999

**Media (1)**

**ICN, 43th best Masters in Management  
by FT 2016**

## Skills & endorsements

### Management . 36



Endorsed by **3 of Frédéric's colleagues at Qatar Airways**



Endorsed by **10 people who know Management**

### Airlines . 32



Endorsed by **Ali Rashed and 5 others who are highly skilled at this**



Endorsed by **2 of Frédéric's colleagues at Qatar Airways**

### Aviation . 30



Endorsed by **Ali Rashed and 1 other who is highly skilled at this**



Endorsed by **3 of Frédéric's colleagues at Qatar Airways**

**Pricing** . 24

**Airports** . 16

**Business Strategy** . 16

**Revenue Analysis** . 10

**Commercial Aviation** . 8

**Direct Sales** . 6

**Public Relations** . 5

**Tourism** . 3

**Marketing Strategy** . 3

**Change Management** . 3

**Business Travel** . 3

**Business Development** . 2

**Performance management** . 2

**Mergers & Acquisitions** . 2

**New Business Development** . 2

**Strategy** . 1

**Hiring** . 1

**consulting**

Tools & Technologies

**Amadeus** . 11

Interpersonal Skills

- Negotiation** . 12
- Customer Service** . 3
- Team Management** . 2
- Coaching** . 2
- Leadership** . 2
- Communication** . 2
- Strategic Thinking** . 2
- Contract Negotiation** . 1
- Business Acumen** . 1
- Critical Thinking** . 1
- Time Management**
- Decision-Making**
- people development**

Other Skills ⓘ

- Flights** . 6
- Sales Hiring** . 2
- Delegation** . 2
- Agility** . 1
- IATA** . 1
- Listening** . 2
- Trustworthiness** . 2

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Recommendations

Received (3)

Given (0)



**Patrick Burke**  
Vice President Sales at Corsair International  
| Sales Director | Regional Sales Director |  
Business Development | Account  
Management | Commercial Leadership |  
Revenue Growth | Negotiation | Team  
Management | SaaS | Agile

August 30, 2018, Frédéric worked with Patrick in the same group

Frederic is a true global professional who has always contributed to projects and initiatives in a way that is innovative. Working with Fred meant that you could always be sure he was looking for ways to present complex analysis into simple terms. I worked with "Fred" on the build up to the Multinational product, it ... [See more](#)



**Karl O'Donoghue**  
Director Distribution & Online Sales, North  
America at Air France-KLM

August 23, 2018, Karl managed Frédéric directly

Frederic was amongst the most dynamic and customer oriented people I have worked with. When it came to sales support, he was relentless in terms of giving sellers what they needed and much more. For BI, his ability for analytics and reporting was second to none. On projects that he directed, like our zero com... [See more](#)

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Accomplishments

Languages

English • French • Spanish • Vietnamese



## Interests

**Maghreb Business Communities - Morocco | Algeria | Tunisia**



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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

**Connect**



**Khánh Linh Đỗ**

Human Resources Assistant at Hachinet Software

**Connect**



**Nguyen Dinh Dat**

Frontend Angular Developer

**Connect**




**Nhi Duong**

Student at Ton Duc Thang University

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Duc, learn what hiring managers look for in answers to top interview questions



 Tell me about a time you showed leadership.



 Tell me about a time you had to manage conflicting priorities.



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