

Contact

www.linkedin.com/in/nguyen-ngoc-an-89490847 (LinkedIn)

Top Skills

Integration
Solution Selling
Sales

Certifications

Watson Speech Sales Foundation
watsonx Assistant Sales Foundation
Master Data Management Sales Foundation
watsonx.governance Sales Foundation
IoT - Maximo Asset Management

Nguyen Ngoc An

IBM Data AI Solution Manager at IBM
Vietnam

Summary

- Always focus on building the integrity and trust when building team and doing business
- Build and maintain sales team by recruiting, recruiting, selecting, orienting and training sales team
- Establish sales objectives by forecasting and leveraging the company's value proposition, product's advantage, process and current partnerships with company's ecosystem
- Proven record business result

Experience

IBM

4 years

IBM Data and AI Solution Manager

January 2022 - Present (3 years 3 months)

Hanoi, Hanoi, Vietnam

IBM AI App Sales Representative

April 2021 - January 2022 (10 months)

Hanoi, Hanoi, Vietnam

Trainocate Vietnam

Country Sales Director

March 2017 - March 2021 (4 years 1 month)

Hanoi, Vietnam

www.trainocate.com

Global Knowledge Vietnam

Country Sales Director

June 2015 - February 2017 (1 year 9 months)

Hanoi Vietnam

Vina System Co., Ltd. (Vinasystem)

North Sales Leader

January 2014 - April 2015 (1 year 4 months)

Hanoi

IBM

Country Technical Education Lead

October 2008 - December 2013 (5 years 3 months)

hanoi, vietnam

FPT Service Company

Service Sale Rep

January 2003 - September 2008 (5 years 9 months)

CMC Corp

Project Sale Assistant

June 2001 - September 2002 (1 year 4 months)

Education

Hanoi Commercial University

Bachelor's degree, Business Administration and Management,

General · (1997 - 2001)