

Contact

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(LinkedIn)

Top Skills

Data Centers

Environmental, Social, and Governance (ESG)

Writing

Certifications

Ứng dụng Ma trận Định vị Khách hàng và Định hướng Chiến lược trong mô hình kinh doanh B2B

Trực quan hóa dữ liệu với Excel Dashboard

Kỹ năng tổ chức và lập kế hoạch

Training of methodology Generic Awareness, Interpretation according to ESG

How to Organize Your Time and Your Life

Phuong Nguyen Thanh

Project Sales Manager
Ho Chi Minh City, Vietnam

Summary

With over seven years at REE M&E, my journey from Mechanical Engineer to Project Sales Manager has been driven by a commitment to excellence in HVAC technology and financial acumen. At the core of my role is a passion for data-driven strategy, demonstrated through robust customer matrix positioning, modeling, and strong organizational skills.

The transition from engineering to sales has allowed me to leverage my technical expertise while refining my ability to articulate value over price. Aligned with REE M&E's mission, I am dedicated to fostering innovative solutions and driving growth through a collaborative approach, viewing challenges as opportunities for development and impact.

Experience

REE M&E

7 years 9 months

Project Sales Manager

April 2021 - Present (4 years)

Ho Chi Minh City, Vietnam

Mechanical Engineer

July 2017 - April 2021 (3 years 10 months)

Ho Chi Minh

Công ty TNHH Ánh Dương Thái Bình

Design Engineer

October 2016 - June 2017 (9 months)

Vietnam

công ty TNHH Hồng Anh

Technical Support Engineer

November 2013 - September 2016 (2 years 11 months)

Vietnam

Education

University Of Economics Ho Chi Minh City

Bachelor's degree, Finance, General · (May 2023)

INDUSTRIAL UNIVERSITY OF HO CHI MINH CITY

Engineer's degree, Heating, Ventilation, Air Conditioning and Refrigeration

Engineering Technology/Technician · (2010 - 2014)

INDUSTRIAL UNIVERSITY OF HO CHI MINH CITY

Engineer's degree · (2010 - 2013)