



LAN HOANG

Regional Ocean Product
Manager

CONTACT

-  207 CMT8 Apartment, Ward 12,
Tan Binh, HCMC, Vietnam
-  +84-907426857
-  lanhoangexim@gmail.com
-  linkedin.com/in/lanhoangexim

CORE SKILLS

Business Development	95%
Price/ Product Management	95%
CS & Operation Management	90%
Negotiation	92%
Performance Analysis	88%
Team Leadership	90%

PROFESSIONAL PROFILE

Dynamic leader with 13 years of experience in forwarding & trading companies, specializing in operations, procurement, and ocean products for Intra Asia trades. Visionary product developer and effective motivator who identifies and leverages assets in teammates to reach organizational goals. Proven track record in building strong carrier relationships, negotiating favorable rates, and driving business growth. Particularly strong in ocean freight (FCL/LCL & consolidation) background for Intra Asia trades (Non-TP).

WORK EXPERIENCE

- Regional Ocean Product Manager – Intra Asia** Sep 2023 – Present
Toll Global Forwarding Vietnam
 - ♦ Build strong relationships with key ocean carriers globally and regionally, negotiating favorable rates and service agreements to ensure competitive pricing and service levels.
 - ♦ Drive the growth and profitability of the ocean freight business through strategic procurement and market analysis.
 - ♦ Collaborate with sales and operations teams to ensure effective product implementation and customer satisfaction.
 - ♦ Provide pricing guidance and manage company tenders/long-term biddings.
 - ♦ Conduct trade market research to identify trends and opportunities for procurement optimization.
 - ♦ Track and analyze KPIs related to ocean freight procurement and product performance.
- Seafreight Operation Supervisor** Mar 2014 – Aug 2023
Toll Global Forwarding Vietnam

LANGUAGES

Vietnamese (Native) 95%



English 90%



Chinese Mandarin 70%



SOFTWARE/ TOOLS

Office (Microsoft, Google, AI bot) 95%



Freight (Cargo Wise 1, CDS Live) 95%



EDUCATION

B.Sc. International Trading

Industry University of Ho Chi Minh City, 2012 – 2014

B.Sc. International Trading

College of Foreign Economics, HCMC, 2009 – 2012

REFERENCES

Mr. Thomas Wan

SVP, Ocean Freight Asia
Thomas.Wan@tollgroup.com

Mrs. Hai Ta

Ocean Manager, Vietnam
Hai.Ta@tollgroup.com

- ✦ Coordinated with overseas offices/agent network, customers and carriers for shipping arrangements including cargo delivery, scheduling, and customs formalities.
- ✦ Worked with vendors to arrange shipments, customs clearance and local procedures, checking all requirements for groupage or buyer's consolidation.
- ✦ Ensured customer satisfaction in terms of on-time customs clearance and deliveries in good condition, managing key accounts.
- ✦ Captured job revenue and operating costs onto system, ensuring accurate transaction processing and timely issue resolution.

- **Documentation Export Staff** Feb 2013 – Feb 2014
ML Worldwide Co., Ltd.
- **Import-Export Specialist** Sep 2012 – Jan 2013
MHY Vietnam Co., Ltd.
- **Import-Export Intern** Mar 2012 – May 2012
Trouw Nutrition International

KEY ACHIEVEMENTS



Excellence Award

Country Quarterly
Excellence Award FY 2021–
2022



Dedicated Service

10 years of loyal &
dedicated service



Dangerous Goods Certified

Certified by TGD, the United
States in Mar 2022



Business Growth

Significantly contributed to
ocean freight business
growth