



*Nguyen Hai Long*

### Personal Information

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**Date of Birth** : July 28, 1992  
**Nationality** : Vietnamese  
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### Education

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#### **Hanoi University of Mining and Geology (HUMG)**

The Degree of Engineer in Petroleum Engineering

**GPA:** 3.60/4

**Type of degree:** Excellent

### Objective

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- ✓ Mechanical Engineer to Plumbing/ Firefighting system, HVAC, Piping system – Design and Supervise.
- ✓ Sales and Business development.
- ✓ Logistics and Warehouses.

## Working experience

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### ***Project Specialist – Logistics and Warehouses management***

***06/2021 – Current***

***Company*** : DSV Air&Sea Co.,Ltd – Global Transport & Logistics Services

***Position*** : Project Specialist – Wind Project – Vestas's supplier

#### ***Job Description:***

- Manages projects including monitoring, planning, coordinating and scheduling employees and services of vendors; arranges site visit and consultation and personally supervises on-site deliveries or vessel loading/un-loading.
- Verify that what is loaded in trailers/containers corresponds the agreed packing list to ensure corrected cargo documentation.
- Manages and supervises the loading/ unloading activities and subcontractors.
- Work closely with Planner team to ensure inventory that the spare parts are issued in the proper quality and quantity.
- Manage stock inventory control and records of warehouse stock by SAP system.

### ***Sales Specialist***

***02/2020 – 06/2021***

***Company*** : Grundfos Vietnam – Pump Manufacturer/ Denmark

***Position*** : Sales Specialist – Solution sales

#### ***Job Description:***

- Sales tasks:
  - To develop the new product and business side in Vietnam.
  - Implement sales plan, actions and service to achieve sales budgets and target margin.
  - Source new potential accounts, new market for business developments.
  - Conduct field visits, seminars, presentation and attend to customers' inquiries.
  - Conduct studies/analysis on market information, current market trend, competitors, products' applications and technology, service needs and initiate appropriate action plans.
- Specialist tasks:
  - Prepare datasheet, specification of Pump systems to M&E Consultant Companies and Developers.
  - Technical clarification and recommendation of datasheet, specification to client's requirement.
  - Technical backup for local or area sales offices in all steps of selling product

**MEP Engineer to Plumbing/ Fire System****02/2017 – 02/2020**

*Company : Royal HaskoningDHV*

*Position : MEP Engineer to Plumbing/ Fire System*

**Job Description:**

- Review ITB, site survey to prepare design documents: drawing, specification, calculation report for water supply/ drainage and firefighting systems (Fire tank, pump room layout, equipment and piping layout);
- Technical review, clarification, and evaluation of subcontractor for shop drawings submissions.
- Project planning, schedule monitoring and control;
- Projects involved:
  1. Shell Vietnam Factory in Dong Nai, Vietnam – Lubricant oil Industry
  2. Akzo Nobel in Dong Nai, Vietnam - Polar solvent Plant – Chemical Industry
  3. Siegwark Vietnam Factory in Binh Duong Vietnam - Polar solvent Plant – Chemical Industry
  4. Coca-Cola Ha Noi Upgrading in Ha Noi, Vietnam - Food & Beverage Industry
  5. On Semiconductor Factory in Dong Nai, Vietnam - Semiconductor factory – Cleanroom standard
  6. Giang Vo Complex in Ha Noi, Vietnam
  7. Sel De Mer Hotel in Da Nang, Vietnam
  8. Max Planck Institute in Germany

**Piping Engineer****07/2015 – 12/2016**

*Company : JGC Vietnam Co., Ltd – EPC Company – Oil & Gas Industry*

*Position : Piping Engineer/ Supervisor at JGCS Consortium (Site)*

**Job Description:**

- Design layout (plan & 3D model) for Piping system
- Reviewing customer drawings, specifications and other documents in order to prepare detailed technical proposal for them.
- Co-ordinate with vendor, review documents and drawings to make sure that requirements and qualities are met and the right products are delivered.
- Coordinating with other major (electrical, civil, process department, etc.) to make layout drawings.

- Organizing site progress and technical meeting with subcontractor (site).
- Supervising subcontractor to finish construction work as assigned (site).
- Monitoring the daily quantity work of subcontractor (site).
- Coordinating to solve engineering issue between subcontractor work in same area (site).
- Managing the manpower and material which are used for the work of subcontractor (site).
- Projects involved:
  1. Nghi Son Refinery and Petrochemical (NSRP) Project
  2. Acid Tank Project –Vung Ang Economic Zone, Ha Tinh, Vietnam.

## **Abilities and Skills**

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- Good English competency both verbal and Non-verbal
- Strong computer literacy included MS Office (Excel, Word, Outlook, PowerPoint) as well as technical software (AutoCAD, Revit MEP, BIM 360, MicroStation, Navisworks,).
- Good interpersonal skills (time management, communication, teamwork).
- Supervising and coordinating skill.
- Negotiation skill.
- Strong leadership and presentation skill.
- Familiar with industrial codes and standards for plumbing/sanitary and firefighting system such as NFPA, FM Global, VDS, BS, QCVN, TCVN etc.
- Well-trained about Health Safety Security and Environment.