

NGUYEN THE VINH

I am Vinh who has 1 year working with MT Sales of Liwayway Oishi VietNam and Manage Oishi Brand on e-commerce (Tiki, Lazada, Shopee). Before that I has more than 3 years working experience as a role of Supplier Trend Manager at Denso international Co.op. I have experience of Sale planning, customer service, develop new products and market research. In 2021, beside the work i mentioned, I've been joined to sale admin job and working with agency of e-commerce project.



LIWAYWAY VIETNAM  
JOINT STOCK COMPANY



DENSO  
INTERNATIONAL CO.OP



VNP E-COMMERCE  
JOINT STOCK COMPANY



GRADUATE  
BACHELOR OF ECONOMICS

TOEIC: 600 (2018)  
INFORMATICS CERTIFICATE:  
PHOTOSHOP, ILLUSTRATOR

Timeline & Working Experience



INTEREST



Liwayway Việt Nam joint stock company



- KEY ACCOUNT:  
NEW AND OLD CUSTOMERS: DEAL THE TERMS OF CONTRACT WITH CUSTOMERS AND MAKE SURE MUTUALLY BENEFICIAL  
+ BIG ACCOUNT: MEGA MARKET, B'S MART, KINGFOOD, TELIO(B2B), ALL EXPORT CUSTOMERS (EXPORT YO JAPAN, UK)  
-> FROM 2022 TO 2023: ALL OF MY ACCOUNT HAVE INCREASED MINIMUM 35% AND MAXIMUM GET 60% COMPARE WITH YEAR AGO.
- PROMOTION:  
COLLAB WITH MARKETING TEAM TO MAKE THE PROMOTION PLAN, PROMOTION PROGRAM TO PUSH SALES (2022 COLLAB WITH COCA COLA “ FIFA WORD CUP 2022” PROMOTION )  
-> SALES REVENUE INCREASED 25,5% IN 1 MONTH OF PROMOTION
- E-COMMERCE:  
MANAGE & OPERATION BRAND OF COMPANY ON SHOPEE, LAZADA, TIKI ( MAKE SALES PLAN & PROMOTION)  
-> SALES INCREASED 65% FROM 1H 2022.
- DEVELOP PRODUCTS CATEGORY:  
PER QUARTER AND END OF YEAR DO THE SKU REVIEW REPORT TO CONSIDER LISTING NEW PRODUCTS AND MAKE THE PLAN TO DEVELOP MORE SKUs HAVE GAINING MORE SHARE.  
FOLLOW THE PEAK TIME TO MAKE THE PLAN LISTING SKUs GET HIGHLY EFFECTIVE.  
-> 2023 ALL BIG ACCOUNT HAVE MORE LISTING 30% COMPARE WITH 2022.

DENSO INTERNATIONAL CO.OP



ON PROJECT WITH



PRODUCT:  
DEVELOP NEW APPLICATION OF PRODUCTS & NEW PRODUCTS YEAR BY YEAR,  
PLAN TO SELL AND SUPPORT DISTRIBUTOR TO GET HIGHER SALES  
-> MAKE THE SALES COVERAGE PER PRODUCTS AND MARKET SHARE OF DENSO CAR SPARE PART INCREASED 35% (KEY PRODUCT: SPARK PLUG, HORN, CAR A/C )  
IN 2021: DEVELOP NEW PARTS NUMBER OF CAR SPARE PARTS & CAR A/C INCREASE 18.75%

SALES CHANNEL:  
NEW MARKET/CHANNEL DEVELOPMENT  
STRENGTHEN EXISTING CHANNEL  
FROM 2020 - 2022: SALES CHANNEL OF DENSO COVER AND INCREASED 30% (DANANG TO CAMAU)

E-COMMERCE  
PLAN TO SELL PRODUCTS AND MAKE PROMOTION PLAN CAR SPARE PARTS ON LAZADA  
WORKING WITH AGENCY TO PUSH SALES, START THE FIRST ACTION BUILD UP DENSO BRAND ON E-COMMERCE

EDUCATION (2014 – 2018)

HO CHI MINH CITY UNIVERSITY OF TECHNOLOGY  
Major: Business Administration  
Graduation classified: Good



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PLANNING

DEVELOP NEW PRODUCTS  
CONDUCT SALE PLAN & SALE ACTIVITIES  
ANNUALLY

TIME MANAGEMENT

COMPLETE VARIOUS TASKS ON DUE DATE

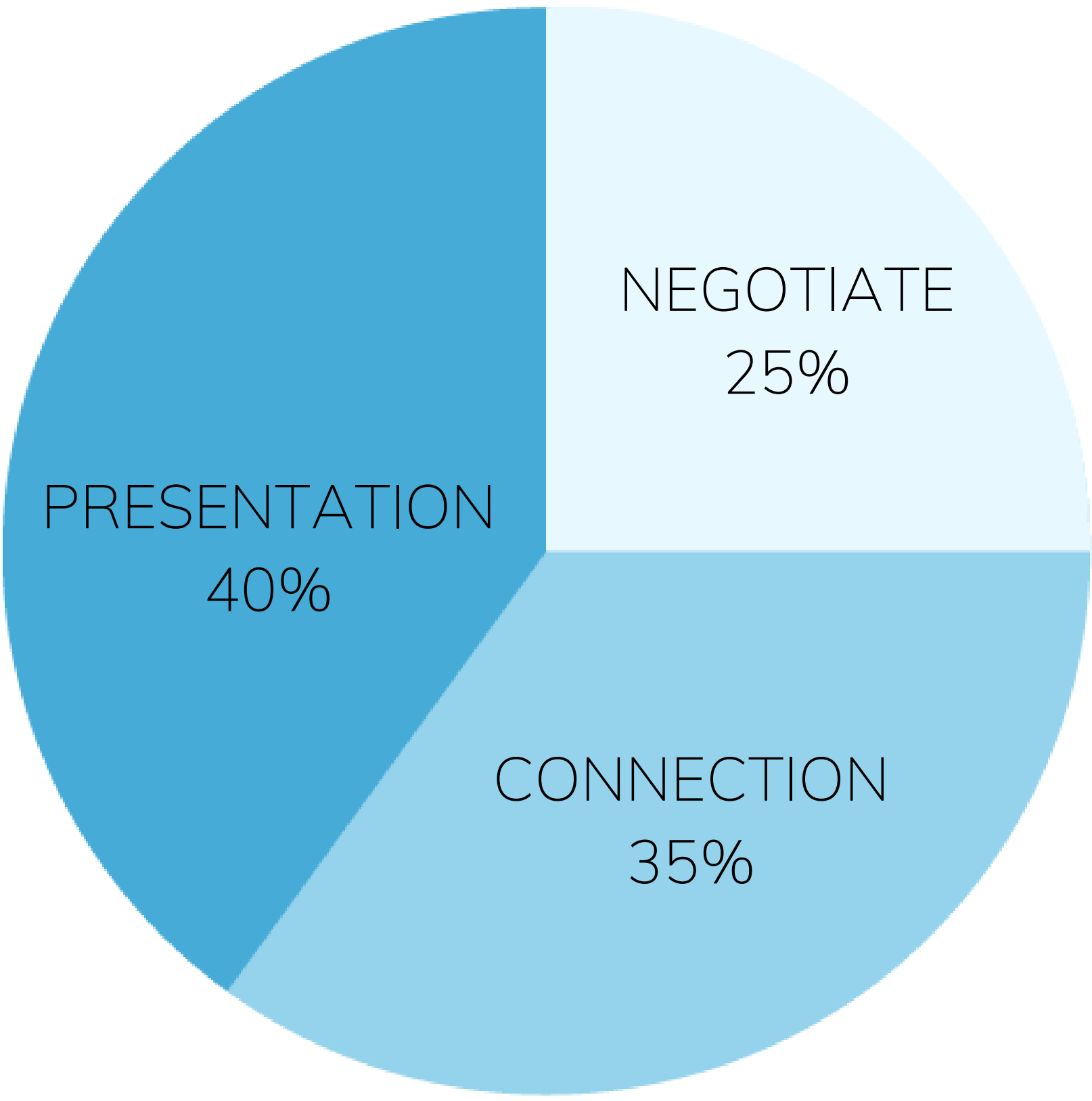
OPERATION

DIRECTLY SUPERVISE THE OPERATION OF  
DEPARTMENT ON DAILY BASIS

ADAPTABILITY

DEAL WITH UNEXSPECTIVE ISSUE ON TIME

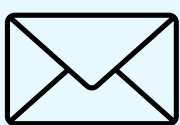
SKILLS



PUBLIC COMMUNICATION



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LET'S WORK TOGETHER