



BACH THANH VINH

Software Engineer



08/08/2004



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Quan A, Ha Noi



OBJECTIVE

Sales Representative with over 3 years of experience in the cosmetics industry sales. With a solid foundation of knowledge in sales processes, skills in understanding customer psychology, and accumulated sales closing experience, I believe I can further develop in the Sales field. Within the next 5 years, I aspire to advance to the position of Sales Department Manager.

SKILL

OFFICE COMPUTER SKILLS

COMMUNICATION SKILLS

NEGOTIATION SKILLS

PROBLEM-SOLVING SKILLS

HONOR & AWARD

2022

Employee of the Year

CERTIFICATION

2022

SCPS™ - SMEI Certified Professional Salesperson™

EDUCATION



TOPCV University | Oct 2014 - May 2018

Major: Business Administration

GPA: 3.6/4

WORK EXPERIENCE



SVT Investment & Development Co., Ltd |

Dec 2020 - Present

Senior Sales Representative

- Manage profiles of 15+ large customer groups. Search for new customers through LinkedIn, Facebook, Zalo, Email Marketing channels.
- Develop a customer network of up to 1500 potential leads.
- Analyze customer needs, propose improvements to sales operations.
- Consult on suitable product/service packages according to customer needs and budgets.
- Coordinate with the Marketing department to implement advertising activities, promotions to expand potential customer base.

- Receive and process orders.

- Support customers after purchase.

Achievements: Exceed sales targets by 15% - 30% KPI every quarters.



MW Group | Apr 2018 - Nov 2020

Sales Representative

- Support in resolving inquiries, complaints from customers about products/services.
- Compile information, assess competitors' business situations, propose implementation plans to increase sales for the enterprise.
- Send emails announcing promotion programs, fairs, product experiences for customers.
- Organize events, PR programs for the company's products.
- Draft contracts, send price quotes to customers.
- Prepare weekly/monthly/quarterly reports on work progress for superiors.