**QUYEN NGUYEN Email**: camquyen.work@gmail.com | **Tel**: +84 964 690 219

Key Account Manager **Portfolio**: www.linkedin.com/in/camquyen-vietnam

**EXECUTIVE SUMMARY**

Business Development Specialist with four years of experience accelerating startups and global corporations across Asia. Equipped with a European educational background and multicultural perspective. Skilled in international trade, supply chain management, and market expansion. Adaptable, collaborative, and committed to continuous learning and results-driven strategies.

**WORK EXPERIENCE**

**Cristobalite Vietnam (Ho Chi Minh City, Vietnam) February 2024 - Now**

*Cristobalite Vietnam is an Original Equipment Manufacturer (OEM) and Distributor of cristobalite products for building materials and the construction sector worldwide.*

Position: Business Development Manager (Full-time)

* Developed ~~and expanded~~ the client portfolio by leveraging ContactOut, Lusha, TradeAtlas, and B2B e-commerce platforms, as well as networking through industry associations, EXPOs, and Chambers of Commerce.
* Streamlined ~~and enhanced~~ the sales pipeline using HubSpot CRM and Salesforce, integrating email marketing and strategies to drive lead generation and optimize conversion rates.
* Led high-value negotiations with procurement teams, purchasers, and executives from multinational corporations, securing favorable pricing agreements and commercial contracts.
* Oversaw international trade operations, collaborating with third-party logistics (3PL) providers to ensure real-time import/export tracking and seamless supply chain coordination.
* Designed and implemented customized supply chain solutions, ensuring on-time delivery and cost optimization.
* Developed and managed digital content across LinkedIn, Alibaba, and IndustryStock, enhancing brand visibility and attracting high-value B2B prospects.

**GNS Global Asia (~~Bugis Cube,~~ Singapore) February 2024 - Now**

*GNS Global Asia is the international entity of Cristobalite Vietnam in Singapore, specializing in B2B industrial mineral supply, shipping brokerage, and comprehensive logistics solutions*Position: Key Account Manager (Full-time)

* Partnered with the Executive Board to define strategic branding and business growth initiatives.
* ~~Led end-to-end branding projects, managing vendor collaborations for logo design, corporate video production, and legal brand registration.~~
* Conducted comprehensive market research and competitive analysis to identify emerging business opportunities and product applications
* Managed ~~and coordinated~~ a 10-member cross-functional team, aligning production output with client requirements and market demands – **so how approval rate are the customers?**
* Developed tailored commercial proposals, prepared product samples, and optimized packaging strategies to meet **global standards – fit with fierce standards in Germany, etc. .**
* Facilitated international export operations, working closely with GNS Global Asia to enhance supply chain efficiency and market expansion, **how did you enhance it? What are the key numbers?**

**PROJECT & ACTIVITIES**

**SMILEGATE (Hangzhou, China) October 2024 – December 2024**

*CFS GRAND FINALS 2024 – CrossFire Game Project*

Position: Esports Operations Coordinator & Interpreter (Project Contract)

* Interpreter representative for Team Alotus (Vietnam) at CFS Grand Finals Tournament in China.
* Provided real-time interpretation and team management support for the Vietnamese team, ensuring seamless communication and coordination. Managed documents, including visa applications, accommodation, content creation, and event scheduling, while collaborating with key players, in-house staffs, and host organizers throughout the tournament.

**QUALIFICATIONS**

**LAB University of Applied Sciences** **(Lahti, Finland) January 2020 – May 2023**

*Bachelor’s Degree Program in International Business*

* Grade Point Average – 4.0/5.0
* Thesis Publication – “Strategic Solutions for E-logistics in Vietnam. Case area: B2C”
* **Relevant Courses:** Fundamentals of Buisness Law and Economics, Global Business Opportunities, Artificial Inteliligence and Security.

**Hochschule für Technik und Wirtschaft (Germany)***Erasmus+ Traineeship Exchange Program*

* Game Tester for E-REACKT Game Project – “The project enclosed bug testing and implementation of the innovative online learning game tool Academy'Quiz (AQ)”
* Generating Marketing Automation Campaign on HubSpot as “T-Day Financial Planning l Cofface Project”

**~~Foreign Trade University~~****~~(Ho Chi Minh City, Vietnam) September 2018 – December 2019~~**

* **~~Certifications & Training:~~** ~~Certified in Trade Economics, IELTS Academic, and Business Presentation & Public Speaking through FTU and University of Bedfordshire (UK) joint programs.~~

**SKILLS**

• CRM Software Proficiency

• Database Research

• Digital Marketing ~~and SEO~~

• Products Knowledge

• Computer Competencies

• Relationship Management

• Interpretation Services

• Multicultural Awareness  
• Communication and Negotiation

• Cross-function collaboration

**REFERENCES**

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| **Philip Tran (Mr.)** Sales Director, GNS Global Asia  Email: [phillip@dlhlime.com](mailto:phillip@dlhlime.com) / [info@gnsglobal.asia](mailto:info@gnsglobal.asia)  Mobile: +84394978803 | **Tony Dang (Mr.)** General Director, Cristobalite Vietnam  Email: [tonydang@deltalogistics.com.vn](mailto:tonydang@deltalogistics.com.vn)  Mobile: +84916888518 |
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