

Tran Van Nam – Sales /Account Manager

Year of birth: 1986, Home: Phu Nhuan, Ho Chi Minh City

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About me:

With over 13 years of experience working for companies and corporations, I have great passion for business. My work motto is that “Customers are always the deciding factor for a salesperson’s success”.

I am passionate about decoding secrets hidden in customers’ feelings in order to help my products have the true value for each customer demand.

CAREER OBJECTIVES:

Applying my experience and skills to become a good manager and an excellent salesperson, which helps increase work performance, contributes to the development of the company and brings more values to customers.

MY SPECIAL POINTS:

- I have profound knowledge about business and marketing and have strategic point of view about branding and business orientation.
- As a person who is passionate about business and marketing, I always feel energetic when working.
- I have insights and ability to persuade and communicate to increase the influence and lead a team.

WORK EXPERIENCE

Apr 2014 - Now	Position: Account Manager	Company name: GOLDSUN MEDIA GROUP Address: PetroVietnam Building, No. 1, Le Duan, District 1, Ho Chi Minh City
	Job Description:	<ul style="list-style-type: none">- Taking responsibility for revenues and sales targets set by the company.- Finding direct customers including agencies, making and implementing my business plans or my team’s business plans- Maintaining sales team’s work spirit- Training members of sales department, helping each member improving their ability and develop their career paths- Managing employees, making and implementing plans and reporting business results to superiors- Conducting research on the market, marketing, media and rivals to have customer orientation and advertising trends- Customer care (performing contracts, quoting prices and dealing with problems, etc.)
	Success Achieved	<ul style="list-style-type: none">- Always achieving my sales targets and my team’s sales targets, with annual revenue growth of 130%- Signing contracts and maintaining cooperation with customers, domestic and international enterprises such as Rohto, Orion, Toshiba, Traveloka, Vietnam Airlines, Nguyenkim, Kao Vietnam, Oppo, etc.

Apr 2012 – Apr 2014	<u>Position:</u> Account Manager	<u>Company name:</u> GALAXY STUDIO., JSC (GALAXY CINEMA) Address: 63A Vo Van Tan, Ward 6, District 3, Ho Chi Minh City
	Job Description:	<ul style="list-style-type: none"> - Finding direct customers including agencies, making and implementing my business plans or my team’s business plans - Cooperating cinema management division to ensure that advertisements are carried according to the signed contracts - Developing ideas for advertising channels at cinemas according to each customer demand - Maintaining sales team’s work spirit - Training members of sales department, helping each member improving their ability and develop their career paths - Taking responsibility for revenues and sales targets set by the company. - Managing employees, making and implementing plans and reporting business results to superiors - Conducting research on the market, marketing, media and cinemas of rivals to have customer orientation and advertising trends - Giving professional advice and bringing forward marketing proposals based on customer demand - Customer care (performing contracts, quoting prices and dealing with problems, etc.)
	Success Achieved	<ul style="list-style-type: none"> - Always achieving my sales targets and my team’s sales targets, with annual revenue growth of 150% - Signing contracts and maintaining cooperation with customers such as Nokia, Samsung, Oppo, P&G, Unilever, Zalo, Mobile P, etc.
Jul 2010 – Mar 2012	<u>Position:</u> Sales Manager & Underwriting Department	<u>Company name:</u> SAMSUNG VINA INSURANCE Address: 12 th , Diamond Plaza Building 34 Le Duan, District 1, Ho Chi Minh City
	Job Description:	<ul style="list-style-type: none"> - Conducting domestic and international market surveys, researching and analyzing cargo, property and motor insurance. - Handling files and verifying assets, reporting documents and renewing contracts - Field assessment that meets the appropriate standard for compensation handling - Reporting debts and revenues to accounting department
	Success Achieved	<ul style="list-style-type: none"> - Always achieving my sales targets and my team’s sales targets - Building trust with international enterprises to maintain import-export insurance contracts, property contracts with

		international enterprises such as Kwang Vina, Seo Incheon Vietnam, Baiksan, Woo Jin Vina, etc. - Building trust with superiors and colleagues
May 2007 – June 2010	Position: Sales Manager	Company name: INFORMATION TECHNOLOGY INSTITUTE - NETNAM CORPORATION 244 Huynh Van Banh, Ward 11, Phu Nhuan District
	Job Description:	<ul style="list-style-type: none"> - Taking responsibility for revenues and sales targets set by the company. - Developing sales projects according to the plans and the designated areas - Directly negotiating with sales partners - Analyzing, evaluating and making proposals for business development plans - Managing, maintaining and cooperating with sales partners - Collecting customers and rivals' information - Introducing and giving professional advice on the company's products - Bid implementation

SKILLS:		EDUCATION
English		Industrial University of Ho Chi Minh City
Ability to communicate and negotiate		Major: Bachelor of Information Technology
Being active at work		Degree classification: Good
Ability to work under high pressure		
MS Office		
Corel, Photoshop, Ulead Studio		
C#, C++, DHTML, Java, My SQL		

I pledge that the statements in the curriculum vitae and the attached documents are true and there is not any dishonesty.

I wish to have a chance to get an interview with the company.

Thank you for reading my curriculum vitae

Best Regards,

Nam Tran