



KENNY DUYEN PHAN

ACCOUNT MANAGER

24/01/1987

[Redacted]

HCMC

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Introduction

“I NEVER LIMIT MYSELF
NEVER GIVE UP.”

I am looking for:

- A good job related to technology.
- Professional company.
- Suitable Salary & Commission Policy.

Engineer

LAND MANAGEMENT

CTU | 8/2016 - 8/2020

Good

Skills

Customer Care

Time Management

Risk Management

Analytical Skill

Self Research

Researching

Certificates

ENGLISH | 2019

Level C

COMPUTING - A | 2006

Excellent

COMPUTING - B | 2007

Good

Language

ENGLISH

Good

Expectation

- Working Environment
- Salary
- Commission
- Learning

Working Experiences

ACCOUNT MANAGER

GIMASYS | 10/2021 - Present

(Gimasys has established partnerships and become the leading supplier of giant technology corporations globally, such as Salesforce, Oracle, NetSuite, Google, Tableau and Mulesoft.)

- Being PIC for the development and growth of profitable market in South of Vietnam for ERP Solution (focus Oracle NetSuite) The AM will also represent ERP solution in finding, qualifying, quoting and selling of new opportunities.

- Responsible for engaging with the customers and understand their goals, strategies and challenges to captured in order to maximize the value of the proposed solution while ensuring the Cloud solution is fit for purpose and accurately scoped.

- Develop the market: Execute sales strategies and achieve established quota in the assigned territory by identifying and closing business opportunities through territory management, target account prospecting and profiling

- Proactively maintain strong relationships with Sales team members and other Units for cross-selling

- Reporting of activities, including weekly and monthly sales forecasts, the status of the pipeline and results of prospecting activities;

- Supporting managerial, strategic and marketing activities

- Reporting to the BD Manager, will be responsible for selling ERP solution

including licenses and implementation services in the South of Vietnam

SALES EXECUTIVE

FSI TECHNOLOGY DEVELOPMENT AND TRADING INVESTMENT .,JSC

| 08/2019 - 09/2021

(FSI is specialize in digital transformation solution and scanner distributor (document scanners, 3D scanners, large size scanners, book scanning robot,...)

+ Build sales plan (Longterm, yearly, quarterly, monthly).

+ Communication and coordination for contract signing.

+ Follow up Contract Deployment (Technical Demo, Delivery time, Installation).

+ Build and manage part of makerting for primary products (Via Facebook Fanpage, Youtube, Website, and E-commerce channels (Tiki, Lazada, Sendo, Shopee,...).

+ Connect to suppliers for best price.

+ New Product Development.

+ Cooperate with internal technicians/ partners for the best solution to adapt customer requests.

Achievements:

Start up E-commerce channels for scanner and expand more customer source.

Develope more product list.

PROJECT SALES SPECIALIST

MSTARCORP | 01/2018 - 08/2019

(Mstar is Service Provider of Synology in Vietnam. And Mstar is also distributor of Shuttle).

+ Looking for potential customers.

+ Communicate and coordinate for contract signing.

+ Follow up Contract Deployment (Delivery time, Installation).

+ Complete all of documents.

+ Customer care after sales.

+ Research and learn the product information.

+ Connect to suppliers for best price.

+ Perform other tasks as required by superior.

+ New Product Development.

Achievements:

Successfully control most of presentation and demo sessions for winning contracts.

After probation always achieve and exceed committed sales target.

Hit record of sales target that period: over 1 billion compared 350 million VND per month.

Was sent to seminars abroad for retraining other staff.

Expand and get the first contract in new product- (Digital Signage Solution).

Expand and get the first contract in new product- IT Service.

PROJECT OFFICER- HCMC

KOMTEK | 03/2016 - 01/2018

(KOMTEK is a leading Consulting, Technology Transfer and Investment Firm which is specialize in Network Security, Banking, Healthcare Technology, Modernization of Agriculture,...)

- + Contact and exchange information with Embassies for business opportunity.
- + Process project in many sectors of technology transfer, such as agricultural, IT, Tourism, Public lighting, etc.
- + As a contact point to communicate and coordinate projects between three parties: Client - Komtek- Solution Supplier.
- + Complete all of documents under the guidance Project process.
- + Research and learn the product information and write document if necessary.
- + Project Implementation Support.
- + Perform other tasks as required by superior.

Achievements:

Give a tip of presentations for Convince customers and embassies. Be assigned by the Chairman to concurrently hold IC tasks.

PROJECT COORDINATOR

LANTRO (VIETNAM) CO., LTD (LANTRO VISION) | 04/2014 - 03/2016

(LantroVision is a multinational corporation, which is specialize in design and installation for cabling system, security system,...)

- + Preparation of tender document commercial
- + Follow up projects processing
- + Contact customer and compose contract for project
- + Submission of monthly report by E-biz system
- + After- project document and service (as-built document, warranty,...)
- + Update company profile.
- + Support for smoothly working of projects
- + Train new staffs for using E- biz system
- + Manage subcontractor.

Achievements:

Re-organized rule and procedure of E-biz reporting system. Helped Vietnamese branch and company can control detail of revenue and profit rate of each projects. (Reduce materials and manpower waste).

PLAN MANAGEMENT STAFF

***NGUYENDUYSTONE* | 10/2010 - 02/2014**

(Nguyenduystone is specializing in investing for real estate and construction,...)

- + Far mission frequently stay in construction to manage and time-manage workers.
- + Manage the expense in construction.
- + Update company profile.
- + Build tender document.
- + Report daily achievements.
- + Manage and regularize legal record for company's property.
- + Plan for building and exploit real estate.
- + Execute legal document.

LAND MANAGEMENT

- + Process procedures for Land Use Right and related legal issues.

Achievements:

Solved company's problem about land use right certificates. Completed all company's land papers at that period and president' privatized land papers.

Found and negotiated with new suppliers for materials with good price and longer liabilities (reduce 5 -7% expense of materials).