**INFORMATION**

****Name: LẠI THIỆN ĐỨC HUY

DOB: 30/10/1979

Add: Cao Lãnh, Đồng Tháp

Phone: 0918806507

Email: duchuy.kimtho@gmail.com

Education: Economics University- HCM City

**JOB EXPERIENCE**

**2008- 2010**: Sales Supervisor – Millmax Milk (Đồng Tháp – Vĩnh Long & Trà Vinh)

* Managing Sales Staff. It is the responsibility of the sales supervisor to guide and motivate the sales team, which may include sales representatives, sales agents and cashiers.
* Coordinating Sales Activities. ...
* Compiling Sales Reports. ...
* Resolving Customer Complaints.

**2010 – 2014:** RSM Mekong – NGK Mekong Company - 333 Beer (Mekong)

**2014 – 2016:**  Deputy Sales Manager: Huu Nghi Company (Mekong)

**2016 – 2018:** RSM Mekong- Tan Tan Company (Mekong)

**2018 – now:**  RSM Mekong – Satori Company (Mekong)

* Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
* Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining regional sales system improvements; implementing change.
* Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
* Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
* Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
* Implements trade promotions by publishing, tracking, and evaluating trade spending.
* Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
* Accomplishes sales and organization mission by completing related results as needed.

**REFERENCE**

Available upon Request