NGUYỄN NGỌC DUY

MARKETING AND SALES ASSISTANT

ABOUT ME

I am a youngster who is always striving for building up myself through continuous adjustment in dedicating and committing with anything I do.

CONTACT

Phone: (+84) 70 8811 427
Mail: duynguyen1303@gmail.com
Linkedin:
https://www.linkedin.com/in/ngocduymkt/

SKILLS

Adaptability
Logical thinking
Analyzing
Organizing
Time management
Negotiation
Market Research
MOS: Power Point, Excel, Word.

EDUCATION

UNIVERSITY OF LAW HCMC

LEGAL ENGLISH

-Top 2 students of the department in the university entrance exam.
-Consolation prize in School's Eloquence Contest.
-2 times get the scholarship for study encouragement.
-GPA: 3.0/4.0

EXPERIENCE

AIESEC IN VIETNAM | SOCIAL ENTERPRISE

AIESEC in Local Chapter HCMC
Manager of Incoming Global Volunteer Program | 1/2020 - 1/2021

- Manage a team with 12 people including sales, international recruitment, international relations and customer experience.
- Create plan, strategy and track the progress for incoming Global Volunteer product development.
- Collect and shortlist data in terms of market changes and define solutions during COVID19 pandemic.
- Conduct CRM spaces with business partners and approach new International Relations partners.

Results:
- Raised 2 new contracts and reraised 8 during pandemic time.
- Conducted 12 international virtual events and virtual engagement spaces for promoting Viet Nam volunteer projects.

Team Leader Sales and International Relations for Global Entrepreneur Program | 8/2019 - 1/2020

- Manage a team with 2 members.
- Conduct desk research and in-depth interview; collect and analyze data to define potential market and partners.
- Create proposals and materials for approaching partners.
- Evaluate and track the progress.

Results:
- Piloted 1 new package for the program.
- Achieved 750$ in sales and reached the growth rate of 66.6% over the same period of the previous year.

Senior Sales Executive of Global Entrepreneur Program | 2/2019 - 7/2020

- *Draft proposals and prepare materials for promoting.*
- *Research and approach potential customers.*
- Negotiate and guide partners through the sales process for collaborating

Result:
- Achieved 1000$ in sales and reached the growth rate of 25% over the same period of the previous year.