

LÊ THÀNH NHÂN -BRIAN-

PERSONAL INFORMATION:

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SUMMARY

- Looking for a position in a professional, dynamic and challenging working environment in Marine Economical.
- Become a professional bussiness developer in the next 1- 2 years.
- Accumulate more experience to well complete the assigned tasks and make maximum contribution to the company.

SKILLS

- Flexibility in communication to get customer's information and systematize data.
- Receives, analyze and negotiate claim's issues with variety customers.
- Able to get market's data, analyze and build marketing strategies to predict and advise/discuss with teams.
- Problem-solving and predict the probability of controllable situations

WORKING EXPERIENCE

Business Development Dept - Maketing Executives

ITC Corp - SP-ITC Terminals (05/2021 - present)

- Person-in- charge for Middle East Liner/ BBKs, OG, DG cargoes/ Domestic Liner
- Implement and participate directly in promoting SP-ITC Terminal brand
- Communication and exchange market information with both domestics and international liner, NVOCC, Logistics and domestic transport company. Representing ITC to work with customers such as shipping lines, import-export companies... on issues: claim, price....
- Understand correctly the procedure to manual customer complete their task at Terminals.
- Able to breakout the procedure to BBKs, OOG, DG cargoes to supplies the suitable quotation or predict the situation for customer to prepare.
- Actively hold relations with all customer in charge; make new connect with new customers, investigating the sources of goods, information related to customer's business in order to advise BOD in the business
- Analyze market in several way to advise BOD in make important decision with local vendors or exist customer and future plan.
- Coordinating with departments/units for strategic planning, building short, medium and long term plans of the company

SALES EXECUTIVES

INTERLINK LOGISTICS - 01/2021 - 04/2021

- research, build and develop to expand relationship with customers.
- consulting solutions related to freight forwarding services, make quotation with customers's requirements.
- exchange, negotiate contract terms, prices, delivery times, draft contracts with customer.
- take responsibility for dept collections, customer care in order to maintain and improve relationship.

WORKING EXPERIENCE

OPERATIONS STAFF

TAN TRIEN TRADING SERVICE COMPANY LIMITED (09/2018 - 03/2020)- 1 years 3 months

- Communication and exchange information with partners, customers, regulators state related to import and export.
- Delivery of documents and goods (machines, steels,... and some typical items)
- Carry out Custom procedures at terminals and at the Customs Branch.
- Supervising the packing of goods into containers, bringing goods into warehouses ...at the designated location.
- Contact; arrange the co-ordination of relevants units (Insurance, quarantine, fumigation, custom inspection....) to complete export procedure

PROS

1. Good MS Office
2. English skill - Strong written & spoken
3. Good communication and inter personal skill.
4. Customer care mindset.
5. Adaptive, able to work independently/ team

EDUCATION

HO CHI MINH CITY UNIVERSITY OF
TRANSPORT

BACHELOR - SEA TRANSPORTATION
ECONOMICAL

- 08/2015 - 08/2020

CERTIFICATE

TOEIC (IIG VIETNAM)
710 POINT