

DUY PHAM

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PROFILE

I bring diverse professional experience gained both domestically and internationally. Now based in Ba Ria, I am seeking a sales position to build a stable and long-term career locally. Although new to the fertilizer industry, I am confident in my strong adaptability, quick learning ability, and results-driven mindset to contribute effectively and grow with your organization.

PROFESSIONAL EXPERIENCE

Casual work, Australia

Jan 2022 to Jan 2026

Victoria

Working in agricultural fields (grapes).

Sales executive (B2B), TeleStar

Mar 2020 to Jan 2021

HCMC

- B2B Sales Development, Cold Calling Appointment Scheduling, Lead Generation and/or Qualification
- Analyzing financial markets and Convincing customers on the phone -> close the deal and getting sales

Regular Manager, Global Standard English Language

Oct 2016 to Nov 2019

School (GS), Clark Panpamga

Clark, Panpamga

- Translating and create the school's Rules and policies into Vietnamese language. Keep in touch with Vietnamese agencies, updating the English course programme for agencies.
- Making plan and follow it up, pushing staff, handling and conducting summer Camp students

(more than 200 people/times) from Viet Nam when they come to GS to study.

- Control materials in the office, building make sure room equipment are high

maintenance, training new student manager from Korean, Japanese, Taiwanese, Chinese or Vietnamese. Introducing about school when the agencies visit GS.

- Managing the students during the time they study in GS, including (Korean, Chinese, Taiwanese Vietnamese Japanese...).
- Coordinating with other Managers for solving student's problems in the School
- Doing some marketing tasks for Vietnamese market as sale Manager

Operation in logistics field, Vinatrans

May 2015 to Oct 2016

HCMC

I was responsible for sales/operation logistics (customs broker)/agent shipping) contact with trucking transportation to check prices, making quotations, received documents from customers (invoice, parking list, contract, handling customs clearance, made tally when cargoes taking out from Rickmers vessels and doing some related others tasks. Distribute the value to company as well. Arranging and coordinate for the goods of transportation from bonded warehouse/seaport to clients factory in the right time, right quantities, at the right place...

- Monitoring the cargoes and handling the extra situations

Transportation survey

2013 to 2014

Operational Management Transportation Participated in many projects of Traffic Development Consulting, including these surveys Tan Son Nhat Airport about foreigners' mobility needs (Sep – Oct 2014)

- Interview foreigner passengers about transportation method when Long Thanh airport will be building up, analyzing number of moving demand and supply to supervisor

Project: Ho Chi Minh City Taxi Planning (July, 2014)

- Interview Ho Chi Minh citizen collecting, analyzing number of moving demand

Project BRT (Nov – Dec, 2013)

- Examining Bus route “Mien Tay station
- Thu Thiem
- Cat Lai”

Interview Ho Chi Minh citizen collecting, analyzing number of moving demand and supply to supervisor · Interned at An Suong Bus Interchange

Project SAPI (Sep – Oct, 2013)

- Examining Ben Thanh
- SuoiTien “ City Rail”

Interview Ho Chi Minh citizen collecting, analyzing number of moving demand and supply to supervisor

EDUCATION

**University of Transportation and Communication -
Hochiminh City Campus**

2011 to 2015

Bachelor’s Degree /Transportation operation

Diploma of Transportation engineering Urban Transport Planning and Management

LANGUAGES

Vietnamese, English