



Phạm Thị Thanh Quý

Nam Tu Liem District, Ha Noi

E-mail: quyphamthithanh@gmail.com

Website: www.linkedin.com/in/pham-thanh-quy

Phone: 0905882286

SUMMARY

With a demonstrated history of working in Advertising and Human Resources (Recruitment) and skilled in Business Planning, Integrated Marketing, Sales Management and Human Management, I'm seeking a position as Account/ Sales & Marketing Manager where extensive experiences will be further developed and utilised.

EDUCATION

Bachelor of English (Business) September 2008 — September 2012

Vietnam University of Commerce

Obtained the Good Degree of English (Business) Bachelor with GPA 3.11/4

OTHER CERTIFICATES

- 2011 - 2012: The first and second semester - the final university year: Excellent Scholarships
- 2011 - 2012: Top 5 out of 300 students at the Faculty with Graduation Papers of highest points
- 2011: The second semester - the third university year: Good scholarship
- 2009: Entering the semi-final Olympic English Content for students at Vietnam University of Commerce - the first university year
- 2007: The second prize at the English Contests for Excellent High School Students at Nam Dinh Province
- 2004: The third prizes at the English Contests for Excellent Secondary School Students at Nam Dinh Province

SKILLS

- English: Professional proficiency
- Office: Professional proficiency
- Soft skills: telesales, direct sales (B2B and B2C), other sales skills such as (negotiation, deal closing, follow up, customer cares...)
- Management & training skill
- Knowledge in Advertising in theory & practice

WORKING EXPERIENCES

Geniee Vietnam LTD

January, 2018 — Present

Senior Direct Sales - Marketing Solutions Dept.

- Get deals and advertising sales revenue
- Plan and prioritize sales activities and prospect contacts in assigned territory towards achieving sales target
- Take charge of researching potential clients and figuring out potential match for the business

- Work with operation team to prepare proposal for pitching advertisers/brands
- Collect & analyze customers' information to consult customers effectively and get the orders
- Support in finalizing paperwork if necessary;
- Get feedback from clients and work closely with Product team on new features or refining our products;
- Support to contact and get contracts, direct campaigns from international partners
- Be responsible for all other activities related to client service
- Other duties assigned by Line Manager.

Goldsun LTD

April 2014 — April 2017

Account Executive - Customer Services Dept.

- Get deals and advertising sales revenue
- Plan and prioritize sales activities and prospect contacts in assigned territory towards achieving sales target
- Take charge of researching potential clients and figuring out potential match for the business
- Work with operation team to prepare proposal for pitching advertisers/brands
- Collect & analyze customers' information to consult customers effectively and get the orders
- Support in finalizing paperwork if necessary;
- Get feedback from clients and work closely with Product team on new features or refining our products;
- Support to contact and get contracts, direct campaigns from international partners
- Be responsible for all other activities related to client service
- Other duties assigned by Line Manager.

Asia Technologies LTD (VietInterview)

May 2017 — January 2018

Executive Search & Selection Manager

- Organize, Assign, Supervise, and Support staff in daily professional activities
- Directly recruit, train, and guide staffs (10 people) within the management and others in the team
- Plan annual business activities/ goals and allocate sales target to corresponding groups
- Identify and recruit potential clients/ candidates in the recruitment market
- Develop the business building/maintaining good relationships with customers/candidates
- Cooperate with consultants to meet team's business goals
- Be responsible of reaching Sales Target of individual and team
- Recommend and consult a customer about recruitment plan and labor market
- Advise BOM on the policies and regimes compared to market and client systems to expand and develop the business market, and propose the effective business strategy.

INTERESTS

Music, Reading, Religion