

HUY MAI

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SUMMARY

With nearly seven years of experience in B2C and B2B Sales. I have successfully offered high-performance leading development and implementation sales strategy, managing and delivering multiple projects to large corporations and enterprises in Vietnam and India.

I am highly adaptable, quick to learn new skills, always ready for a challenge, and not afraid of change. I have a strong knowledge and mindset about the SaaS business model. I am passionate about solving customer problems, creating value for them, and managing the sales team to drive the company's business target. My goal is to leverage my skills to contribute to the strong development of the organization.

SKILL

- Team training and development
 - Market Analysis
 - Business Planning
 - B2B/B2C, SaaS, Tecchnology, Cloud Sales
 - Easily Adaptable
 - Deep Learning
 - Teamwork
 - Self-learning
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EXPERIENCE

STRINGEE JOINT STOCK COMPANY
Deputy Business Director

06/2023 - 12/2024

- Analyzed customer data, identified industry trends, and created new growth opportunities.
- Leading the sales team including: Hanoi team, HCM team, India team. With a total of 26 sales.
- Increased overall team performance by creating and executing efficient sales incentivization strategies.
- Worked closely with the marketing team on campaigns to increase brand visibility and generate leads.
- Conducted research into industry trends, competitor activities, customer preferences, and other relevant topics.
- Discovered opportunities for growth via strategic partnerships and acquisitions.
- Designed training programs for sales personnel covering best practices in customer service and negotiation techniques.
- Contributed to evaluating strategies' commercial potential alongside the management team.
- Oversaw regional and local sales managers and staff in India, Thailand, and Vietnam.
- Develop KPIs for each market in collaboration with the Chief Commercial Officer (CCO) of the respective market
- Establish policies for Sales, partners, and define workflow processes.
- Assist the team in handling large deals and bidding processes

Sales Section Manager

Consulting solutions for clients in the BFSI sector (Banking, Financial Services, and Insurance) and related industries.

Build the Sales team and establish workflows as well as related processes (e.g., KPIs, salaries, bonuses, etc.).

- Collaborate with the Marketing Department to develop sales programs and promotional campaigns.
- Develop business plans aligned with the KPIs set by the Board of Directors (BoD), including monthly, quarterly, and annual plans.
- Create sales strategies tailored to the product's development stages.
- Report monthly performance based on business activities.
- Conduct recruitment and training for new employees, as well as internal training sessions.
- Support staff in handling key deals.

Sea Group

04/2018 - 04/2019

Sales - Team Lead

- Participated in the Ocha project by Sea Group as the main point of contact between the company and customers in assigned regions, including Hanoi, Vinh Phuc, and Phu Tho.
- Provided customer support during product usage.
- Regularly conducted market research to develop new customers and sales channels.
- Prepared reports on sales, competitors, impacts, and market trends in assigned regions.
- Collaborated with relevant departments to manage and recover debts while conducting regular customer -assessments to minimize bad debt risks.
- Supported and motivated team members to complete individual and group tasks effectively.
- Achievements: Consistently met assigned targets throughout the tenure.

Công ty Phát triển Công nghệ MobileStar

09/2015 - 02/2017

Sales

- Introduced the company's products to customers and persuaded them to make purchases.
- Provided post-sales customer care to ensure satisfaction and retention.
- Assessed competitors within the price segment and developed specific sales strategies.
- Prepared weekly and monthly reports for the Board of Directors, detailing sales performance and customer demand trends.
- Monitored competitors' sales figures to drive the company's sales efforts.
- Achievements:
- Consistently exceeded company-set targets during the tenure at Mobilestar.
- Recognized as the Top Salesperson in Northern Vietnam for several months.