**V U T R A N**

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**Summary**

Pursuing an Account Manager position where I am able to exploit my prospecting, communication, sales management, and leadership experience with goals to generate revenue and build long term relationships.

* 10 years of experience as the direct contact to OEM, Contract Manufacturers, Manufacturer Representatives, Distributors, Channel Sales, and Global Operations.
* Expert in identifying new sales opportunities, coordinating, and executing plan to ensure services are delivered in a timely manner.
* Effective sales communication internally with colleagues and externally understanding client requirements.
* Trade Show - attended CES 2011, 2012, Boston Vision Show 2010, Flash Memory Summit 2015, 2016, 2017. Best Buy HLM 2018.
* Fluent in Microsoft Office, SalesForce, and CRM software.

**Experience**

**No NDA Inc., San Jose, CA**

Connected Car Device Manufacture

Retail Account Manager

JUNE 2018 - DECEMBER 2019

* Regional Account Manager for Canada, Latin America, and USA retailers.
* Serve as the main contact person for all activity relating to accounts.
* Organize and host meetings to discuss strategic planning, forecasting for short- and long-term goals, maintain and develop new vendor relationships.
* Responsible for all aspects of company activity, planning, problem solving, and execution.
* Display Project Management skills involving planning and defining scope, resource planning, schedule and budgeting, documentation, and presentation.

Related Skills: Project Timeline Management, Spreadsheets with Microsoft Excel, Microsoft Office, Customer Service, Analyze Data, Computer Skills, Scheduling.

Accomplishments

* Generated 200% revenue for Latin America region
* New accounts: Walmart Canada, Indigo Canada

**ATP Electronics, Inc., San Jose, CA**

Nand Flash/DRAM Memory Module Manufacturer

Strategic Account/Project Manager

MARCH 2015 - NOVEMBER 2017

* Enterprise Storage Sales Account Manager.
* Account visitations to present current market conditions, company and vendor roadmaps, and annual planning for upcoming projects.
* Managed existing qualified products, forecasting, budgeting/financial analyst, PCN/EOL notifications, and extending projects with new BOM qualifications.
* Team leader and advisor for Inside Sales team.
* Educate and train new team members to company policies, values, vision, and goals. –
* Manage inquires, assign, and distribute based on team members knowledge, comfortability, and development.
* Evaluate new team member's development and assess with structural plan for improvement.
* Attend team management meetings to review and analyze team performance with goals to improve process and production.

Related Skills: Supervisory Skills, Motivating & Assessing Employees, Business Analyst, Customer Focus & Orientation, Leadership

Accomplishments

* 2017 Symantec 200% sales revenue (8M)
* 2018 Symantec project planning completed projected at (10M)

**Bay Area Compliance Laboratories, Sunnyvale, CA**

Worldwide Certification Body and Testing Laboratory

Account Executive/Sales

FEBRUARY 2014 – DECEMBER 2014

* Manage and maintain existing accounts which include Medical, Industrial, and Government.
* Ensure all accounts are compliant with latest regulations, test procedures, and certification.
* Consultant for compliance testing services including EMC, Wireless, and Product Safety testing.
* Analyze test device and requirements, review resources, schedule services and manage project cycle.

**Newnex Technology Corp., Santa Clara, CA**

USB, IEEE 1394 Manufacturer

Account Manager

FEBRUARY 2006 - FEBRUARY 2014

* All around knowledge and responsibilities of startup company.
* Manage complete sales process from price negotiation, technical support, and customer service. Implement sales operation procedures and monitor to ensure efficient flow process.
* Manage RMA, inquiries, and customer service for company website.
* Managed various accounts including Medical, Industrial, Machine Vision, Scientific. Defense Contractor accounts include BAE Systems, General Dynamics, Lockheed Martin, Northrop Grumman, and Raytheon.
* Attend trade shows to promote and demonstrate products to create potential opportunities.

Related Skills: Customer Service Manager, Administrative Assistant/Receptionist, Written Communication, Accounting, Procedure, Microsoft Outlook,

**Education & Training**

Monterey Peninsula College

Attended 2000 - 2003

Lower division General Studies

San Jose State University

Attended 2003 - 2006

Transferred for Business Studies

References upon Request