



Pham Phuoc Loc

Sr. Coach & Facilitator

SUMMARY

Mr. Pham Phuoc Loc has over 20 years of working experiences & solid knowledge in Sales, Sales Management, Learning & Organization Development, Human Resources at many multinational companies in Fast Moving Consumer Goods (FMCG), Pharmaceutical, Insurance, Banking, also Training Consulting service fields. Developing a career from a salesperson with willing to learn, a can-do attitude, and a dedicated personality, Mr. Lộc has achieved many tracking records in working performance & significant progress in his career development, such as Key Account Executive, Sales Manager, Business Development Manager, Senior leadership Trainer, Learning & Development Manager, National Sales Training Manager, HR Business Partner, Country Head, Commercial Excellence Senior Manager, at GlaxoSmithKline, Rohto pharmaceutical, Nestle, Wrigley, American International Assurance (AIA), TUV, ANZ Bank, ITD Group, DKSH pharmaceutical.

PROFESSIONAL EXPERIENCE

✚ GlaxoSmithKline:	Key Account Executive
✚ Rohto pharmaceutical:	Sales Manager,
✚ Nestle:	Business Development Manager,
✚ American International Assurance (AIA):	Senior leadership Trainer,
✚ Wrigley:	Learning & Development Manager,
✚ TUV:	Learning & Development Manager,
✚ ANZ Bank:	HR Business Partner
✚ GSK pharmaceutical:	National Sales Training Manager, ,
✚ ITD Group:	Country Head,
✚ DKSH:	Commercial Excellence Senior Manager

TRAINING EXPERIENCE

- Professional Selling Skill
- Consultative Selling Skill
- Sales Presentation and Closing Sales Techniques
- Key Account Management
- Sales Territory Management
- Frontline Retail Selling Skill
- Retail Sales Planning and Forecasting
- Exceptional Customer Service
- Dealing with Difficult Customers and Situations
- Service Etiquette
- Customer Care on the Phone
- Coach The Coach
- Sales Leader Leading Changes
- Selection and interview for Sales Manager
- People management
- Sales performance Counselling and Management
- Building a high-performance Sales Team
- High Impact Presentation for Sales Leader
- Sales negotiation for Sales Leader
- Project Management
- Leading People Through the Changes
- Creative problem solving and innovation
- Growth mindset
- Change management
- Enhance personal effectiveness
- Emotional intelligence

- ❖ Clients:
 - Aviation Vietnam Corporation
 - PV Gas
 - Friesland Campina
 - The Pizza company
 - Rich field Worldwide Corporation
 - Sonion manufacturing
 - Dai-i-chi.
 - Manulife insurance
 - Cathay life Insurance
 - HSBC
 - Nova land
 - Merarini pharma
 - Eisai Pharma
 - Sanofi pharma
 - Dai Bac Pharma
 - Boston Pharma
 - Drager Pharma
 - DKSH
 - GSK
 - Fujirebio
 - BBraun
 - Astellas
 - Rong Viet stock security
 - Xuan Thuy co

- ❖ Clients:
 - Coats Phong Phu
 - EPE packaging
 - East West industry
 - TTC group
 - Gemadept group
 - VSHIP
 - CMCSI technology
 - Bao Viet insurance
 - An Nam group
 - Square group advertising co
 - Huhtamaki manufacturing
 - Prudential
 - British tobacco
 - ANZ
 - TNS Research co
 - HD bank
 - Olam corporation
 - Wannek furniture
 - An Binh co
 - Sao Bac Dau technology co
 - Sa-Pro real estate
 - Kumho tires
 - Hoya len manufacturing
 - Nestle

EDUCATION

- ✚ **Open University: Business Administration**
- ✚ **Columbia Master of Art in Business Administration**
- ✚ **Crown College: Master of Arts in Pastoral Counseling**

Certifications:

- ✚ Certified Facilitator of Asia Pacific by ANZ group.
- ✚ Certified Coaching & Mentoring Professional by ICF
- ✚ Certified trainer of Join Maxwell team, Brian Tracy international
- ✚ Certified Talent management & Development / Personal Resilience / Change management Facilitator by GSK.

- Certified Trainer of Management & Leadership by AIA
- Certified instructional design – ANZ Academy.
- Master Trainer – Sales, Service & Soft Skills by ANZ Academy
- Motivational Speaker in personal development/Sales.
- Team Building Facilitator – Nestle Group
- Master Trainer of sales force effectiveness Training Academy by center of excellence sales & marketing – DKSH.
- LOMA diploma (FLMI) - Certified by LOMA organization
- Shining star award - GSK
- Vice President Award – DKSH Group.