

# TRAINER PROFILE

## PHAN HUU LOC (PHL)

CERTIFIED TRAINER OF LEAD ACROSS CULTURES INTERNATIONAL



### Qualifications and Training

- Master Degree in Business Administration of UBIS – Geneva - Switzerland
- Master Degree in Law
- Train The Trainer Certificates from TUV, Germany
- Diageo Ways of Selling Training Management, by Diageo
- Train The Training Manager, by Diageo in Malaysia
- Train The Training Manager, by Bayer in Thailand
- Sales & Strategic Leadership, by Blair Singer Academy, USA
- Strength Line Selling, by Jordon Belfore, USA
- Learn To Lead, by Lead Across Culture International, USA
- Train The Presenter, by Leadership Foundation Academy, USA
- Negotiation Skills, by Robeny Corporate, USA
- Master Your Mind, by OlymBook
- Eight Skills – Coaching, by OTD Inspiring People
- CEO Training Program, by PACE institute
- Selling Pharma Model, by Bayer Germany
- Coaching Pharma Model, by Bayer Germany
- Selling Model, by Coca – Cola
- Supervisory Skills, by Coca – Cola

### Further Information:

#### Professional Experiences

Loc is known in the market as a natural motivator in both management and training with PHL (Phong Cách Huấn Luyện Linh Hoạt) methodology. He delivers the training with high contents and high energy. Energy, motivation, inspiration, and passion are of his core principles/recipes of his training success. His objective in training is crucial and crystal clear that by the end of his session, participants will take actions to change in order to achieve greater results. He always strives to accomplish this in his every single training by adult learning approaches. He adds values with more than 16 years of experience and insights in business in, FMCG, MNCs Companies from lowest position Sales Representative

up to Area Sales Manager in Unilever Viet Nam, Sales Training & Recruitment Manager in Coca-Cola Vietnam, Training Manager in Diageo and Training Manager in Bayer up to now and his own entrepreneurship.

### **Experience:**

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|-----------------------|--|
| □ Feb 2016 – Present  | VietManPower – C.E.O                         |
| □ Nov 2013 – Feb 2016 | BAYER VIET NAM - Training Manager            |
| □ Aug 2012 – Nov 2013 | DIAGEO VIETNAM - Training Manager            |
| □ Mar 2010 – Aug 2012 | COCA - COLA - Sales Training Manager         |
| □ Mar 2008 – Mar 2010 | MEAD JOHNSON NUTRITION - Training Executive  |
| □ Apr 2003 – Mar 2008 | UNILEVER VIETNAM - Area Sales Manager        |
| □ 2001 – Apr 2003     | SAI GON PESTICIDE CO. - Sales Representative |

- More than 15 years in managing sales and sales training for FMCG with the top FMCG in the world – Unilever, Mead Johnson, Coca – Cola....made him a widely respected advisor for top management.
- In Nov 2011, Loc decided to become his own business. He has invested in different business categories in services, distribution and education. Particularly, he has devoted more time to pursue his excellence and passion in business training-consultancy and people development area.
- Currently, Loc is founder and CEO of VietManPower, [www.vietmanpower.com](http://www.vietmanpower.com), [www.TrainTheTrainer.vn](http://www.TrainTheTrainer.vn), [www.coachingskills.vn](http://www.coachingskills.vn) and [www.cafeandlearn.com](http://www.cafeandlearn.com),

### **Industrial Expertise**

- FMCG
- HealthCare
- Commercial
- Education
- Banking
- Dark Business

### **Specialised Professional Competence**

- Sales and Marketing strategy
- Strategic Leadership & Management
- Business Development Management
- Corporate Training Management
- Customer Services/ Relations Management
- Internal Communication
- Wholesales and retails business management
- Training/Workshop Design, Delivery and Facilitation
- Improving Personal Effectiveness and Productivity

**Courses delivered most often:**

- Train The Trainers
- Train The Leaders
- Train The Presenters
- Essential Management & Leadership
- Coaching & Feedback Skills
- Supervisory Skill
- Business Presentation Skills
- Customer Services/ Relations Management
- Problem Solving & Decision Making
- Skills for Success (Time Management, Organizational skills, Stress Management, Communication skills)
- Effective Negotiation Skills
- Sales Force Management
- FMCG/ Pharma Selling Model

**Training Methods with 3Vs principle: Vui vẻ - Vận động – Vận dụng**

- Multi - interaction
- Brainstorming
- Role plays
- Case studies
- Group discussions
- Group exercises
- Games
- Story – telling

**Loc's Clients include:** Zuellig Pharma, MSD – Animal Health, Novartis Pharma, Bayer HealthCare, Santen Pharma, Coca- Cola Viet Nam, Shinhan Bank, Piaggio, Petrolimex, Sysmex Vietnam, LG Vina Cosmetic, Diageo (Jonnie Walker), BAT, BP, Diageo, TCL TV and Electric, Dehues, Cargill, Provimi, TTC (Thanh Thanh Cong), Nghi Khang My, ANZ, KGK, VNPT, Mobiphone, Unilever Viet Nam, Detmold Packaging, AkzoNobel – International Painting, CMC Communication, Mead Johnson, BAT, KCC, Trieu Phu Inbox, Dung Tuyet Instruction Co., Viet Hoa My, Dong Quang, Sai Gon NewPort/ Tân Cảng Sài Gòn, Masan, Blueseed, ANZ, Goodyear, Holcim, Fashion Garments, Kemberly – Clark, PNJ, British American Tobacco...



Mercedes-Benz



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