

Mr. Eng Sokun

Wattamem Village, Ordram Bangl Commune,
Sang Ker District, Battambang Province
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Apply for:

Project Sales Manager

PESONAL DETAILS:

Nationality	Cambodian
Date of birth	August 10, 1984
Place of birth	Beak Chan thmey Village, Svay Porl Commune, Ti Roumkhet District, Battambang Province
Gender	Male
Marital status	Married

EDUCATION BACKGROUND:

2013-2015	Graduated of Marketing (MBA) of N.U.M in Phnom Penh
2003-2007	Graduated of Marketing (BBA) Of U.M.E in Battambang.
1998-2003	Certificate of Back II at Preh Mony Vong Hight School in Battambang.

WORK EXPERIENCES:

April-2022- Present:
Position:
Tasks & Responsibilities:

- Sambath Yeung (lottery)
General Sales & Marketing Manager
- To set up the new company operation A to Z.
 - To set up the company's structure operation.
 - To set up the distributors scene to push sales whole country.
 - To set up the company of how to play the operation.
 - To set up sales target each province.
 - To set up sales training products knowledge every 3 months.
 - To make sales tracking with RSM every week.
 - To prepare strategies, planning, goals for company operation.
 - To make sales and marketing team to push sales into market.
 - To set up sales structure each province
 - To make branding into market to push sales.

Aug-2020- 2022:
Position:
Tasks & Responsibilities:

- Moha Samnang (lottery)
Head of Sales
- To set up sales team to push new market one village one agent.
 - To set up sales team to recruit new depo to make purchasing scratch cards to make easy for agents.
 - To make fully experiences with setting up distributors to deposit money and push products into markets everywhere.
 - To set up sales team to make point of sales nearly main market.
 - To prepare proposal booth activation for pushing market.
 - To set Sales target for each sale.
 - To prepare new proposal each month.
 - To prepare sales team developments.
 - To prepare sales team improvements.
 - To prepare sales strategies for sales team.
 - To prepare sales operation to be smoothly.
 - To prepare sales training skill.

- To prepare marketing developments.
- To follow up and check sales revenue
- To do competitors market survey for monthly report to CEO.

Sept-2019- July 2020:

Position:

Tasks & Responsibilities:

▪ **Sethei Lottery**

General Sales & Marketing Manager

- Analyze customer research, current market conditions and competitors' information.
- Build full pack of scratch card lottery project and to make sure this project runs smoothly.
- Explore ways of improving existing products, service and increase profitability.
- Identify target markets and develop strategies to reach the sales target.
- Define, develop, and lead commercial A&P strategy.
- Lead and energize multifunctional teams throughout the marketing process and empower the sales force.
- Monitor, review and report on all sales performance and result.
- Set marketing segment for sales team.
- Lead and conduct marketing survey and research for analysis.
- Liaise the Master agents, General agents, and lottery distributors and build the network connection in order to push them to sell to company with fruitful result.
- Coordinate with other management team to solve company problem and reach common goal.
- Manage the supply chain of scratch lottery project and oversee input, Process, Output, and Outcome of scratch lottery project.

Oct-2018- Sep 2019:

Position:

Tasks & Responsibilities:

▪ **MohaSomnang Lottery (KTV)**

Head of Sales

- Prepared new lottery operation.
- Prepared sales standard operation.
- Prepared sales team all provinces to push scratch card products.
- Prepared calculating the scratch card reward for company.
- Prepared setting up depot all provinces to push revenue.
- Prepared sales team strongly to push products in market.
- Prepared depot purchasing and monthly incentive.
- Prepared booth activation to push sales in market.
- Prepared sales SOP for all sales team to be standard.
- Prepared Sales KPIs breakdown.
- Prepared sales performances monthly tracking.
- Prepared agents KIPs of each province and full service a week.
- Prepared products developments for company.
- Prepared sales team developments.
- Prepared sales team improvements.
- Prepared sales strategies for sales team.
- Prepared sales operation to be smoothly.
- Prepared sales training skill.
- Prepared marketing developments.
- Prepared business planning 2019.
- Prepared KTV products to be available everywhere.
- Recruited Scratch card depo all the province
- Created new scratch card for company's business.
- Created scratch card depo incentive proposal.
- Train sales team how to recruit scratch card.

Feb-2017- Oct-2018

Position:

Tasks & Responsibilities:

Xinwei (Cambodia) Telecom Co.,Ltd (Cootel)

Sales Manager (25 provinces)

- To respond whole company's KPIs or Target.
- To prepare planning every quarter to top managements to see the real market and what's going on.
- To review sale performance with sale men daily, weekly, monthly.
- To find key points of sales to push services and products into market and customers.
- To assign all sales team to find and recruit Cootel Points to push service and products to customers nearly by.
- To do proposal to CEO to get more revenue and get more customers for company to achieve Company's target.
- To build all sale men to be over confident with company.
- To build all sale men to think only POSITIVE thinking with Company.
- To train all sale with new products and how to push them.
- To survey new market for sale team to push sales with new places
- To give sale strategy to all sale men to push products,
- To guide all sale men where are the points of sales.
- To do sale developments every month.
- To do field directly in market to make sure what are being happened in market to propose to top management.
- To do preparing monthly sale meeting each province and sit down with sales to find solution for issue.
- To do preparing regional sales manager monthly sales meeting to let them to present their KPIs achievements and doing commitments for next month to get better than.
- To meet corporate account who are using Cootel service and make them to be confident with Cootel service and quality.
- To meet directly with big account, Casino, Hotel and corporate customers who are interested with Cootel service and internet.
- To do compile daily sale report to CEO to check.

Nov-2013- 2017

Position:

Tasks & Responsibilities:

Xinwei (Cambodia) Telecom Co.,Ltd (Cootel)

Regional Sale Manager in Western Region

(Battambang, Kampong Chhnang, Pursat, Banteay Meanchey & Pailin)

- To set monthly KPIs to Team sales.
- To set team sales to do POSM into university every Saturday and Sunday.
- To do spot check sales' route plan. To set Route plan to push sales.
- To do survey potential market to push engineering to lay optic to provide the customers.
- To raise up top management to invest with potential place after doing survey.
- To work directly with NOC, Data and VIP team to solve all problem raise up from team.
- To lead team to push sales with new running service to get more revenue.
- Review Sale performance of Team sales by daily, weekly and Monthly.
- General visiting market to check information-promotion.
- Checking the stock, sales report, daily report, dealers' feedback. .

- To do weekly meeting with sales team.
- Review sales performance Vs target whole week.
- Solving the problem and suggestion from dealers and customers.
- Checking and updating competitors' promotion and activities.
- Report daily, weekly, and monthly sales to sale manager.

Jan/ 2012- Oct/2013

Position:

Tasks & Responsibilities:

Telecom Cambodia of Hello Axiata Company

Regional Sale Manager in Earthen

(Kampong Cham, Kratie, Strung Treng, Rattanakiri & Monodol Kiri)

- Monitoring and Controlling Compugates and Chan Chhaya distributors' working.
- General visiting market to check information-promotion.
- Review Sale performance of distributors by daily, weekly and Monthly.
- Working closely with distributors' stock balance in warehouse.
- Checking the stock, sale report, daily report, dealers' feedback.
- Doing spot check Canvassers, Supervisors and hello sale team rout plan.
- Doing Weekly meeting with sale team (Canvassers and Supervisor and hello Staffs)
- Review sale supplying Vs target whole week.
- Solving the problem and suggestion from dealers and customers.
- Checking and updating competitors' promotion and activities.
- Report daily, weekly, and monthly sales to sale manager
- Build and maintain the good relationship with the dealers

August/2010-Nov/2012:

Position:

Tasks & Responsibilities:

Telecom Cambodia of Hello Axiata Company

Regional Sales Manager in Northern Region

(Siem Reap, Kampong Thom, Oddor Meanchey & Preh Vihar)

- Monitoring and Controlling Compugates distributor working.
- General visiting to ask dealers' selling and sharing information-promotion.
- Leading and arranging selling plan for activators walking out.
- Push sale all outlets have hello product and POSM available in the shop
- Checking the stock, sale report, daily report, dealers' feedback.
- Education all dealers who are not clearly about **hello** product and hello promotion.
- Solving problem and suggestion from dealers and customers.
- Checking and updating competitors' promotion and activities.
- Follow up canvassers working with dealers who are order hello product.
- Follow up stock from Hello Company to distributor.
- Preparing planning and reporting activity of sale activity
- Responsibility, every event and concert where is.
- Requesting budget in preparing event sale or concert supporting.
- Report daily, weekly, and monthly sales to sale manager
- Build and maintain the good relationship with the dealers
- Looking new phone shops no signboard.
- Report and update competitors' promotion and events to manager.
- Visit outlets generally to push them clearing old stock to get new.
- Preparing new hello signboard contract.

Jan/15/ 2008 - Jun/2010:

Position

Tasks & Responsibilities:

Telecom Cambodia of Hello TMIC Company.

Channel Management Officer (Battambang)

- Controlled selling and reporting to manager.
- Prepared road show plan to push sale.
- Prepared sale plan every three months for hide target.
- Controlled stock selling and delivery hello product.
- Checking and updating competitors' event and activities.
- Finding phone shop to put hello signboard.
- Pushed sale all outlets to be hello product available in the shop.
- Pushing sale to hide target.
- Visited outlets generally to push sale and control their selling.

Jun/2004 – Dec/2007

Position

Tasks & Responsibilities

Worked for Electricite De Battambang

Deliver invoice and getting debt back

- Delivery invoice everywhere.
- Delivery worming letters to customers.
- Collected cash to clear with company.
- Solved problem with wrong using.

TRAINING COURSES:

2nd/Jan – 15th /May, 2007

Ms. Word, Excel, PowerPoint & internet and E-mail

(Smart)

6th /Jul – 30th Dec, 2007

Adobe Photoshop (A+B)

(Smart)

COMPUTER SKILLS:

- Excellent with Ms. Word, Excel, Viso program, Publisher, Photoshop & PowerPoint
- Internet & E-mail

RECOMMENDATION:

- Recommended from Hello Telecom Company in Cambodia.
- Recommended from Xinwei Company (Cootel Company).
- Moha Samnang Lottery

KEY SKILLS:

- Prepare new company operation!
- Prepare new projects!
- Prepare new events!
- Prepare new proposal!
- Prepare new sales strategies!
- Prepare setting sales KPI!
- Prepare sale training.
- Strong Self overconfident and honest
- Always be in the Positive thinking.
- High Commitments to achieve the target.
- To be the best man and team in whole company.
- High willful doing and responsibility.
- No leave without getting the result.
- Working with strategy.
- Active and done.
- Willing to travel and work out with outlets.
- Ability to work independently, as a team and to work under pressurization.
- Excellent communication and negotiation skills
- Friendship with other

LANGUAGE SKILLS:

Khmer Mother tongue
English Excellent oral, listening and writing.

HOBBIS ACTIVITIES AND INTEREST:

Sport Football, Basketball, Swimming and Bicycle
Travel Seaside, Mountain and Countries side
Hobbies Searching YouTube (How, What, Which, Why and when)
Interest **Like working outdoors.**

REFEREE:

Name: Mrs. Chhe Pisey
Position: Head of HR
Company: Sambath Yeung lottery
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Name: Mr. Piter Xu
Position: CEO
Company: Moha Samnang lottery (KTV lottery)
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Name: Mr. Anurudha kunlatunge
Position: CEO & Chair man
Company: Xinwei (Cambodia) Telecom Co.,Ltd (Cootel)
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