



Minh Hang Tran

Responsible, positive attitude, logical thinking, trustworthy, ability to synthesize, analytical & attention to details.

📍 Paris, France

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Languages

Vietnamese

French

English

About

With my academic knowledge in sustainable procurement and my professional experience in international trade, sourcing, logistics and supply chain management, I am ready for any challenges and drives to contribute my passion for the collaborative sustainable supply chain /procurement.

BRANDS WORKED WITH

E-Swin

Greif Flexibles

Louis Dreyfus Company

S&D SUCDEN NEDCOFFEE B.V

Valeo

Experience



● Purchasing & Supply Chain Manager

E-Swin | Jun 2020 - Now

A French technology, manufacturing in healthcare and medical device industry.

Achievements/Tasks:

Manage supply chain performance (saved 35.8% annual forecasted budget from 1.16M to 0.745M with optimizing inventory and just-in-time supply chain planning). Generate long-term & short-term demand planning and implement strategic fit in SC. Manage purchasing budgets with cost controlling and strategic lead time (Saved > 20% in purchasing cost + 11% in transportation cost for H1 2023). Negotiate, manage contracts & suppliers' performances (improved existing supplier's performance through collaborative strategic sourcing). Identify and evaluate potential suppliers (developed 3 new suppliers: 1 in the U.S.A for medical cosmetic product and 2 in Europe for sustainable materials). Implement strategic sourcing to cope with today SC issues and continuously improve for the sustainability. Resolve issues, manage risks, analyze potential risks/opportunities and propose actions to prevent risks and disruptions in sourcing & supplying. Analyze data ERP(SAP) for procurement decision making. Report to CEO and different stakeholders on supply chain management.



● Purchasing Manager's assistant

Valeo | Jan 2019 - Aug 2019

A global leader automotive supplier and partner to automakers worldwide.

Achievements/Tasks:

Collected, analyzed, tracked and reported pricing variation for production components purchased by the team. Prepared PMP needs for auction. Analyzed and presented 5 productivity projects with total savings up to 1 30k Euros to Material Steering Committee. Supported on cost breakdown analysis and purchasing reports on calculation key purchasing indicators: External Purchasing Index, Supplier Rationalization (SBRI), Unqualified Initial Samples, Project Purchasing Index. Verified Material records data in SAP: buyer & segment codes.

● Trading's assistant

S&D SUCDEN NEDCOFFEE B.V | Jan 2019 - May 2019

A global sourcing, processing, trading independent market in soft commodities.

Achievements/Tasks:

Supported traders for reporting on global trading activities, market research, price fixation and trading positions. Exchanged logistics information closely with logistics teams in Asia for solving issues with clients.

● Sales Executive

Greif Flexibles | Dec 2016 - Jan 2018

Aglobalindustrialpackagingproductsandservices.
Achievements/Tasks

Grew 11 key accounts. Increased revenue by 49% from \$0.54M to \$1.1M. Succeeded to manage priorities, qualify leads, assessed needs. Negotiated and implemented pricing. Communicated with different stakeholders and proposed solutions for solving issues. Coordinated with multinational operation sites for expanding sales capacity. Analyzed and identified market needs for business opportunities.

WORK EXPERIENCE

● **Trading Assistant - Supply Chain Execution Supervisor**

Louis Dreyfus Company | Feb 2008 - Jan 2016

A French global leader in trading and processing soft commodities.

Achievements/Tasks

Managed end to end supply chain of the company and planned demand and supply. Controlled logistics performance, optimized shipping cost and negotiated freight rate. Succeeded in managing the team to operate > 5000 tons coffee import daily and > 100 containers export weekly in a timely progress. Suggested solutions, interacted to global system and proposed processes to manage inventory, storage gain & lost and movement activities. Analyzed Trading Position and Exposure with accurate data for risk management and trade opportunities. Reported on trading activities (prices hedging and fixation of forward & future contracts) and monitored Purchasing and Sales contracts. Responsible for CSR reporting and tracing on the sustainable sourcing of the company (coffee UTZ / 4C program).

Education & Training

2022 - 2023 ● **SORBONNE BUSINESS SCHOOL (IAE PARIS)**

MBA-Master in Purchasing & Supply Chain Management,

2020 - 2020 ● **Harvard Business School Online**

Course Business Analytics - Economics for Managers & Financial Accounting,

2018 - 2019 ● **CNAM**

Master 2 Degree in Business Strategies, Trade & Marketing,

2003 - 2007 ● **VN National University of Economics HCM city.**

Bachelor's Degree (BAC+4) in International Relations,