

# Loïc DE WEERD



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## INTRODUCTION

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Living since March 2014 in Vietnam, graduated with a master's degree in International business and a Bachelor degree in Marketing and Entrepreneurship at RMIT (<https://www.rmit.edu.au>).

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## OBJECTIVES

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Looking for a new opportunity where I can continue my career with an organization that will utilise my education and experience to benefit mutual growth and success. 3 years of experience leading my current company's operations in Vietnam with a team of 80 employees. Having lived in Europe, Africa and already 9 years in Vietnam reinforces daily my multicultural skills and the adaptability needed to work overseas while being the key link between our European operations and Vietnam.

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## MAIN WORK EXPERIENCES

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<b>Uubi Pro Ltd.</b>	<b>Unit manager Vietnam</b>	<b>Ho Chi Minh, Vietnam</b>
Date:	December 2019 - current	
Job Description:	Managing a team of 80 staff in charge of producing marketing products for our dynamic European mother company Zibber with real estate clients over Belgium, The Netherlands and Germany. Control the company's daily operations in terms of quality, volume, recruitment, training, restructuring to improve bottom line, while planning for further expansion. Direct reporting to the CEO of the company, member of the management board.	
<b>Campo-Group Vietnam</b>	<b>Sales executive International accounts</b>	<b>Ho Chi Minh, Vietnam</b>
Date:	January 2019 – December 2019	
Job Description:	Developing new sales prospects and managing portfolio of clients in international hotels and local venues to promote and sell our range of alcohol and spirits, while organising events to promote the various brands.	
<b>Beluxcham Vietnam</b>	<b>Management Trainee</b>	<b>Ho Chi Minh, Vietnam</b>
Date:	March 2018 – August 2018	
Job Description:	Organising events to promote the chamber and add value for members, managing the social media to increase memberships and assisting the Executive office manager to be the liaison between the Dutch, French and German speaking companies based in Vietnam, Asia and Europe.	
<b>Accor Mercure Hotel</b>	<b>Guest relations and service (Le Pavillion)</b>	<b>Hanoi, Vietnam</b>
Date:	2014	
Job Description:	In charge of guest relation to increase guest's satisfaction and popularity of the hotel on various social media. To increase occupancy and revenue while helping with daily operations.	
<b>The Oval Office</b>	<b>Sales assistant Mini Cooper dealership</b>	<b>Belgium</b>
Date:	2013	

**Job Description:** Active in the sales department and selected as pilot to interact with the customers while using the various models in order to improve sales with assisting the guests on the test drive.

<b>Thomas Cook</b>	<b>Mystery Shopper</b>	<b>Belgium</b>
Date:	2013	
Job Description:	Visiting hotels in Europe and Africa as mystery guest to measure and report about quality, hygiene, friendliness and product adequacy.	
<b>Others</b>	<b>Sales promotions during fairs and events</b>	<b>Belgium</b>
Date:	2008 – 2012	

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## EDUCATION

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<b>Masters in International Business (MIB)</b> <i>Ho Chi Minh, Vietnam - 2019</i>	<b>RMIT University</b>
<b>Bachelor in Marketing/Entrepreneurship</b> <i>Hanoi, Vietnam – 2017</i>	<b>RMIT University</b>
<b>High School Diploma Economy Languages</b> Aalst, Belgium – 2011	<b>De Handelsschool Aalst</b>

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## LANGUAGES

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**Dutch** - Native  
**English** - Fluent  
**French** - Fluent

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## COMPUTER SKILLS

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Microsoft Office suite Word, Excel and PowerPoint.