

JULIEN SNG-SARLAT

Purchasing & Sourcing Manager



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Hi my name is Julien and currently I am a Purchasing & Sourcing manager working for an F&B distribution company in Vietnam. I have almost 10 years of experience in sales, trading, purchasing & sourcing - serving regional and global markets.

ABOUT ME

For the whole of my life I have been living between Asia and Europe which allows me to bring together the best from both. I spend a significant amount of time in Paris, Hong Kong, Singapore, and in the last few years I have found my home in Ho Chi Minh City.

My superpower is fast adaptability and open minded approach which enables me to solve all the problems. Once again I am looking for new challenges in order to grow and further

SKILLS & LANGUAGES

Sales	████████	Communication	████████
Negotiation	████████	Marketing	███████
Market entry strategy	███████	Google Drive Apps	███████
Purchasing	████████	SAP	███████
Sourcing	████████	French	████████
Logistics	███████	English	████████

PROFESSIONAL EXPERIENCE

Dai Thuan Distribution Company, Vietnam & Cambodia Purchasing & Sourcing Manager

June 2017 - Present

- Market development and finding new opportunities for F&B in Vietnam
- Search for suitable foreign F&B suppliers in all segments with adapted price and quality for the Vietnamese market
- Negotiate business conditions, marketing support, and pricing
- Solving importing compliance, licensing and overseeing logistics
- Negotiation & expectation management & feedback aggregation with key stakeholders. Suppliers and on the other side customers (chefs, purchasing managers, cost controllers, etc.)
- Launching strategy & marketing support (catalogs to promote the products, merchandising, Promotions, etc.)
- Managing different distribution channels, such as modern trade, HORECA, CVS, GT and continuous growth of market share
- Travel Overseas to international fairs (Sial Paris, Gulf Food, etc) to see the latest trends in F&B and find potential new products & partners
- **Successfully launched several range of products on the Vietnamese and Cambodian market:**
 - Olive oils and olives - *Spain (La Rambla)*
 - Apples - *Poland*
 - Chocolate - *Poland, Korea (E.Wedel)*
 - French fries - *Netherlands*
 - Pasta - *Italy (La Sicilia)*

PROFESSIONAL EXPERIENCE

Saber PTE LTD, Singapore / Hong Kong Business Development Manager

Dec 2014 - June 2017

- Business development of palm oil products, condensed milk, soap and other complementary products in Western Africa
- Individual contract varied between 50k USD to 1 Million USD
- Average yearly turnover was around 7 million USD during my stay
- The main challenge of this job was to be very reactive due to ever changing market of commodities
- Due to the time difference with Africa I often had to be flexible in communication & answer the phone at any time in order to serve customers, give prices, delivery timing
- Monitor the shipment from production to delivery in order to avoid any unexpected situation. As a SPOC (Single point of contact) to the customers I was the one to solve all the issues (Delivery, Quality...).
- Oversee production, shipping, documentation and payment
- I had to adapt and adjust to the African way of doing business. Identify good buyers (On Time Payment, no cancellation after signing contract...)
- Travel to international fairs such as Gulf Foods and manage a booth to meet and greet old and potential customers

Planet Sushi, Paris Restaurant Manager

Dec 2012 - Aug 2013

- Managing a smooth daily operation of the restaurant
- Purchasing and inventory stocks controlling
- Revenue & Wages management
- Administrative tasks - Invoice, restaurant maintenance, employee's requests
- Employee management - monthly planning adapted to the revenue, shifts, recruitment
- Data analysis of the restaurant and search of solutions to improve efficiency
- Operational during rush hours if needed
- **Achievements:**
 - Manage a team efficiently
 - Handle the pressure of restaurant business
 - Find solutions to improve profitability
 - Constant multitasking

SOFT SKILLS

Open Minded
Adaptable
Team Worker
Flexibility

Research & Analytics
Presentation
Management
Delegation

EDUCATION

MBA

CFVG Centre Franco Vietnamien de Gestion

June 2011 - June 2012

Master's Degree in International Purchasing

EM Strasbourg Business School

Sep 2010 - June 2013

Bachelor's in Business Studies

EM Strasbourg Business School

Sep 2009 - June 2010