



HUỲNH NHƯ HẢO JULIA

Commercial Employee

CONTACT

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ABOUT ME

Commercial Executive with strong expertise in tender management, international procurement, contract negotiation, import operations, and technical-commercial documentation for oil & gas and industrial projects. Experienced in working with global suppliers (US, UK, Korea, Singapore, UAE, China...) and major clients including Vietsovpetro, PVGas, PTSC, Cuu Long JOC, and other key stakeholders in EPC environments. Proven ability to secure cost savings, optimize sourcing processes, enhance supplier relationships, and deliver high-quality bidding packages under tight deadlines

CORE SKILLS

- Commercial Expertise: End-to-End Tendering & Bidding, International Sourcing, Contract Drafting & Commercial Negotiation.
- Supply Chain & Logistics: Import Operations, Customs Clearance Coordination, IncoTerms, Supplier & Vendor Management.
- Product Knowledge (Oil & Gas): Industrial Piping Materials (Flanges, Fittings, Gaskets, Bolts & Nuts, Plates), Pipeline Maintenance Equipment (Cleaning Pigs/Rods).
- Key Soft Skills: Client Development, Stakeholder Management, Strategic Problem-Solving, Technical-Commercial Documentation

EDUCATION

Bachelor of Education

Tra Vinh University

Training skills to confidently speak in front of crowds and handle pedagogical situations. brings a huge amount of social knowledge. Participate in many charitable activities

EXPERIENCE

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Ltech Trading and Technology JSC

2022-2024

- Tender & Bid Management: Managed the complete bidding lifecycle for an average of 40 tender packages annually, maintaining a high win-rate of 60% through precise cost estimation, strict compliance review, and seamless bank security arrangements.
- International Sourcing & Negotiation: Identified, audited, and negotiated commercial terms (pricing, payment, delivery) with global suppliers across the USA, UK, Korea, Singapore, UAE, and China.
- Key Achievement (Business Development): Successfully negotiated and secured an Exclusive/Authorized Distributorship Agreement for LTECH with a global manufacturer of industrial cleaning pigs/rods, which are currently utilized by PVGas.
- Cost Optimization: Achieved 20% cost savings against the initial budget for the pipeline cleaning pigging project in 2022 through strategic supplier negotiation.
- Contract & Logistics Execution: Drafted and managed international commercial contracts ; supervised import orders, customs clearance procedures, and coordinated with logistics providers to ensure 100% on-time delivery.

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2024- now

Hoang Son Technology Trading Co., LTD ("HSTECH")

- Portfolio Management: Directly manage and execute commercial activities, technical-commercial documentation, and bidding processes for high-profile clients and major national oil and gas projects.
- Key Materials Handled: Specialized in procurement and sales coordination of industrial piping components including Flanges, Fittings, Gaskets, Bolts & Nuts, and Plates.
- Project Delivery & Financial Milestones:
- Vietsovpetro Projects: Successfully managed and secured purchase orders (POs) totaling ~VND 40 Billion.
- PC2 Project: Spearheaded the commercial package and delivery execution valued at VND 21 Billion.
- Block B O Mon Project: Coordinated commercial and supply chain activities for POs worth ~VND 11 Billion.
- Dai Hung Nam Project: Managed quotation and order fulfillment processes for packages valued at VND 10 Billion.
- Thien Nga - Hai Au (TNHA) Project: Successfully delivered procurement packages worth VND 8 Billion VND
- Client & Operations Management: Advised corporate clients on technical capabilities and product availability ; collaborated with logistics teams to inspect product quality and resolve transportation/delivery risks under tight schedules.