

LE QUANG CUONG

Trainer & Co-Founder of BCT Training



- ✓ Master of Business Administration (Solvay Brussels School Viet Nam)
- ✓ BA of Business Administration (Ho Chi Minh of Economics University)
- ✓ Member of GAMA International
- ✓ Certificate of CTP full program (Certified Training Professional of ARTDO International)
- ✓ Certificate of HR Skill for Non-HR Person (TUV Rheinland of Germany)
- ✓ Certificate of Effectively Management (CTS of England)
- ✓ Certificate of Negotiation (ICA of USA)
- ✓ Certificate of Leading change (Dynamic Consultant)
- ✓ Certificate of Leadership Gold of Max Well Organization

Experience

- ✓ He has 18 year of experience in Training, Sales, Coaching and Mentoring. Expertise in the training of Leadership, Soft skills for Multinational and local Companies
- ✓ He has delivered training sessions for : Honda, Wanek, Haravan Vincommerce, Vietinbank, Vietcombank, Philip Morris, Wilo, Yamaha, UPS, TOTO, MB Bank, BIDV, Lazada Express, Trapharco, Mirae Asset, Novaland, VN Direct, GC Marketing, Generali, ACB...

Experience

Experienced in delivering training sessions in following topics:

- ✓ Customer Behavior, Negotiation Handling, Objection, Sales Skill, Team building, Leadership Foundation, Time Management, Motivation, Supervision Skill, Customer service Skill, Sales, Performance Management, Communication Skill, Real estate selling Skill
- ✓ Team Building, Group Management Skill, Customer Service, Time Management Skills, Decision Making Skill, Presentation Skill, Setting Goal, Change Management, Advanced Communication Skill
- ✓ Learning Development in Practice, Develop Trainer's Capability, Management Skill, 8 Golden Principles to Build a Strong Sales Team, Creative Thinking...