

# MASTERING THE WORLD OF SALES AND SELLING

The Vanto Group Team invites you to join us for a transformative, two-day journey entitled “Mastering the World of Sales and Selling.” Together we will dive into a world of creativity and performance, mastering the art of being a professional, high-performance salesperson. In this event you will experience a sense of freedom and peace of mind in your work as you discover new pathways for delivering your sales promises and plans.

## You will have the opportunity to:

- Identify and remove unseen barriers and obstacles to effective selling
- Reimagine and redesign what it means to be a “professional” salesperson
- Create new practices that support your ongoing development as a sales person
- Gain access to new uses of language for producing exceptional sales results

Join us on this remarkable journey, where you’ll redefine sales mastery and gain access to producing results that were previously unavailable, maybe even unimaginable, to you.

**Elevate your sales game and conquer new heights with Vanto Group!**

**MARCH 25 - 26, 2024**

### HOURS

**08:00 - 18:00**

### LOCATION

**HO CHI MINH CITY**

### TUITION

**\$1250.00 PER PERSON**

### LEADERS

**DAVID BROWN**

SENIOR CONSULTANT, VANTO GROUP

**VAN NGUYEN**

SENIOR CONSULTANT, VANTO GROUP



## EVENT LEADERS



**DAVID BROWN**  
SENIOR CONSULTANT  
VANTO GROUP

David F. Brown is an experienced management professional with background in business development, relationship management and significant experience in the field of executive recruitment and the design and delivery of recruitment operations.

As a senior consultant and a key member of Vanto Group's Asia Pacific team, David is accountable for the sales, design and delivery of consulting engagements to produce breakthroughs in organizational performance for Vanto Group's clients throughout the region, including Southeast Asia, Australia and New Zealand. He has been delivering Vanto Group's proprietary methodology over 12 years, including extensive experience of delivering work in a fully translated environment.

David has also been instrumental in Vanto Group's acquisition of new talent, which has played a substantial role in the growth of Vanto Group's businesses worldwide.

Prior to joining Vanto Group, David held positions in sales, business development and senior leadership roles as an executive recruiter and manager of recruitment operations for the University of Southern California (USC).



**VAN NGUYEN**  
SENIOR CONSULTANT  
VANTO GROUP

As a senior consultant for Vanto Group, Van Nguyen is accountable for the expansion of Vanto Group's operations in Vietnam, as well as planning and leading consulting engagements to produce breakthrough performance for our client organizations.

Prior to joining Vanto Group, she worked across diverse industries in a variety of capacities, including translation, sales, project management and auditing.

She holds an MBA from Webster University and two Bachelor's degrees, one in English and one in Economics, from Vietnam National University.