

**Hanoi, July 22<sup>nd</sup>, 2025**

## **VIETNAM AIRLINES ANNOUNCEMENT**

### **Call for Cargo Sales Agent (CSA) Applications in South Africa**

Vietnam Airlines is currently seeking qualified and experienced candidates to become our official Cargo Sales Agent (CSA) in South Africa. This opportunity marks an important step in strengthening our global cargo sales network and enhancing our presence in the African market.

We welcome applications from competent and committed partners who meet the following criteria:

#### **I. Application Requirements**

##### **1. Application Letter:**

A formal proposal to become a Cargo Sales Agent (CSA) for Vietnam Airlines.

##### **2. Certificates**

a. Cargo Training: At least two (2) valid cargo certificates (e.g., Cargo Basic, Cargo Introductory, or Cargo Advanced).

##### **b. Dangerous Goods (DG) Training:**

- For general cargo reservations: At least one (1) DG certificate (7.2A) under the IATA CBTA framework.
- For dangerous goods reservations: At least one (1) DG certificate (7.3A) under the IATA CBTA framework.

##### **2.3. Employment Contracts:**

Full-time contracts of personnel holding the above certificates.

##### **3. Commercial Information**

3.1. Company Profile: Organizational chart and company structure.

3.2. Sales & Marketing Plan:

- a. Marketing strategy.
- b. Market analysis for air cargo transport, competition, and sales channels.
- c. Projected cargo volume, revenue, and proposed pricing.
- d. Specific partner requests (if any).

##### **4. Facilities**

At least one (1) dedicated office or section for cargo sales, reservations, service supervision, and accounting. Include office photographs.

##### **5. Financial Information**

- Audited financial statements for the last two (2) years or confirmation from tax authorities.
- Newly established companies: provide statements from inception to date.
- English notarized translations required if documents are in a local language.

##### **6. Legal Information**

- Business license, legal establishment documents, and Company Articles of Association.
- English notarized translations required if in a local language.

7. Proposals from Partners

Proposed system setup, and other business suggestions.

**II. Eligibility Notes**

Applicants will not be considered if they:

- Are currently operating as a freight forwarding agent.
- Hold existing CSA or GSA contracts with airlines directly competing with Vietnam Airlines.

**III. Submission Instructions**

Please ensure all documents are clearly named and submitted in accordance with the above requirements. Incomplete or mislabelled applications may not be reviewed.

We kindly request that you submit the required documents by **10:00 AM (GMT+7) on August 11th, 2025**.

Please note that submissions received after the stated deadline will regrettably not be accepted. For inquiries or to submit your application, kindly contact:

Cargo Marketing Department

Vietnam Airlines Headquarters

Attention:

Mr. Dinh The Binh Email: [binhdt@vietnamairlines.com](mailto:binhdt@vietnamairlines.com);

Ms. Tran Le Van [vantran@vietnamairlines.com](mailto:vantran@vietnamairlines.com)

We look forward to establishing a strong and mutually beneficial partnership in South Africa. Thank you for your interest in working with Vietnam Airlines.

**On behalf of VIETNAM AIRLINES JSC**

**Ho Quang Tuan**  
**Director of Cargo Planning and Marketing**  
**Department**