

VOID

Telephone: VOID

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Citizenship: Vietnamese

A finance and banking professional with 6 years' experience of cooperating with corporate customers across diverse industries, focused on developing long-lasting business growth. Proven track record in leadership, strategic planning, project appraisal and corporate finance. Successfully managed effective client relationships and created positive team environments.

CAREER EXPERIENCE

2015-2016: MOBIFONE TELECOMMUNICATION CORPORATION, (Hanoi, Vietnam)

Specialist

The second largest mobile operator in Vietnam with the revenue exceeded 2 billion US dollar, accounting for 30% market share of Vietnam's telecommunication market.

- Coordinated with the planning, sales and marketing department in creating the plan of goods and materials for companies' projects;
- Negotiated services & commercial contracts with Huawei Technologies, Nokia, Ericsson, ZTE Corporation and Samsung Electronics;
- Completed the procedure in achieving import and export permit of equipment, materials and goods
- Conducted the procedure of transferring equipment, materials and goods with related departments, participated in the contract liquidation

2012-2015: VIETNAM JSC BANK FOR INDUSTRY AND TRADE, (Hanoi, Vietnam)

Leader of Project Team

The leading bank in Vietnam with total asset accounts for over 20 percent of the whole Vietnamese banking system; Strategic partnerships: International Finance Corporation, Mitsubishi UFJ Financial Group.

2012-2013 Leader of Project Team

- Brought all business lines towards one goal and orchestrated the teams to achieve this success;
- Optimized project appraising procedure internally;
- Appointed to lead the project team in 2012;
- Doubled the customer portfolio with outstanding loan being € 160 million,
- Connected buy sides and sell sides in investment deals valuing € 60 million;
- Facilitated the corporation between the bank and important customers namely Vietnam Electricity Corp., Vietnam National Chemical Group, Bank of Tokyo-Mitsubishi UFJ, Gold Coin Vietnams;
- Outstanding employee of the year 2015 (Top 40 out of 18,000);
- Outstanding business performance of the branch in 2013-2015 (Top 5 out of 350).

2012-2013 Corporate Customer Relationship Manager

- Joined the department as one of the key members
- Developed client portfolio of the bank;
- Evaluated customers' proposal of working capital loan, project loan, bond issuance;
- Analyzed corporate financial statement, appraised projects;
- Worked with customers on hedging tools to mitigate the treasury risk, interest risk;
- Executed the loan agreements, loan disbursements, principal/interest payments collection;

2010-2012: SAIGON HANOI COMMERCIAL JSC BANK, (Hanoi, Vietnam)

Customer Relationship Manager

Among top 5 largest private commercial banks in Vietnam.

- Joined the department as employee # 3;
- Maintained and developed client portfolio of the bank;
- Worked with customers in using the products and services: loans, guarantees, deposits, international trade;
- Established the reports, controlled disbursement records, provided credit proposals
- Contributed to develop the branch from nothing in 2010 to € 80 million in outstanding loan in 2012;
- Tripled customer portfolio;

EDUCATION

2016-2017: **Masters in Finance**, UCD Michael Smurfit Graduate Business School, Dublin, Ireland

2012: **CFA level 1**, CFA Institute, USA (Passed)

The passed rate in 2012: 37%

2006-2010: **Bachelor of Investment Economics**, National Economics University, Hanoi, Vietnam

GPA: 8.57/10 - Distinction degree (Delivered the valedictory at the graduation ceremony)

Came first in the entrance exam of the faculty (grade 28.5/30)

LANGUAGES

Vietnamese (Native), English (Fluent), Chinese (Basic)

OTHER INFORMATION

- Core member of Hanoi Advance, a 23-year-old English club in Hanoi, Vietnam
- Active member of voluntary program “Rice is not enough” in Ireland
- Student volunteer - European Alliance for Innovation, Ireland, Vietnamese Embassy in the UK