



# MINH ANH NGUYEN

## WORK EXPERIENCES

11/2021- Present

### VUA NEM JOINT STOCK COMPANY

*Business Intelligence Intern - Fulltime*

- Making Data Structure Diagrams and creating views using SQL in Google Big Query
- Collaborate with different departments to build reporting dashboards using Power BI.
- Provide key business insights based on emerging data trends.

#### Achievements:

- Train HR Department to use Power BI for ad-hoc reports
- Build "Sales Warning" report and recommend improvements that boosted sales by 15% over a month

**Portfolio Projects:** <https://github.com/minhanh-nguyen?tab=repositories>

6/2021- 11/2021

### TRACE+ TECHNOLOGIES - SINGAPORE START-UP FIRM

*Outbound Sales Representative for COVID-19 contact tracing solution*

- Map out B2B customer potrait and customize marketing emails for different business industries
- Manage, nurture and convert outbound leads into sales opportunities

#### Achievements:

- Improve email delivery date by 300% by applying automatic tools (Apollo)
- Improve positive responses by 30% and reduce bounce rate to 15%
- Have min 3 meetings/week, support Sales Manager close deals

9/2020- 2/2021

### CMC GLOBAL - CMC CORP

*IT Business Consultant - Parttime*

- Build target customer portrait and customize sales funnel for Korean market.
- Negotiate and support pitching with C-level clients
- Coordinate with BA, Delivery team to support client's requirements

#### Achievements:

- Achieve 150% sales target in the first month
- Send out 200 emails/week, generate 15% positive responses and 3 meetings/week
- Successfully gain 3 deals (\$30,000 average contract)

## ABOUT ME

*An analytical and people-oriented mindset being passionate about self-development and sharing values to others.*

## JOB SKILLS

Problem solving skills  
Data analysis skills  
Microsoft Office

## INTERPERSONAL SKILLS

Influencing skills  
Collaboration skills  
Project management skills

## EDUCATION

**FTU HN** | International Business | GPA 3.81 |  
2018 - 2022

### HIGH SCHOOL FOR GIFTED STUDENTS

Specialization: Physics | 2015 - 2018

## ACADEMIC ACHIEVEMENTS

- Academic Excellence Scholarship - 2021
- 1st Prize Winner team in Business Plan III Competition - VJCC (2021)

## SOCIAL ACTIVITIES

7/2021 - 11/2021

### YOUTH LEADER UNITED - MSD VIETNAM

*Communication Team Leader & Project Coordinator*

- Virtually manage a team of 10 to promote communication plans for 3 social projects, attracting 500 organic followers in 1 month
- Take part in 5+ skill training sessions

11/2019 - Present

### SALT CANCER INITIATIVES

*Event Organizer*

- Coordinate regular events for cancer patients: yoga classes, cancer seminars,...
- Contact and negotiate with Partnership stakeholders

#### Achievements:

- Lead a team of 5 to organize "A day of happiness" project for 50 patients, receiving 100% satisfaction survey
- Lead Logistic team to prepare for "SCI 4th Anniversary", with scale of 100 people

## CONTACT

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