

# Tri Dung Huynh

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## SKILLS

### PROGRAMMING

- Python • R
- Java • Matlab
- SQL • Stata

### VISUALIZATION

- Tableau • Matplotlib
- Seaborn

### SOFT SKILLS

- English (Fluent) • German (A2)
- Vietnamese (native)
- Leadership • Problem-solving
- Teamwork • Critical Thinking
- Time management • Adaptability
- Interpersonal Skills

## ACTIVITIES

### VICE PRESIDENT

Vietnamese Student Association in Kassel  
Apr 2016 - Apr 2018 | University of Kassel, Germany

### FACULTY-ELECTED LEADER

Sep 2008 - Apr 2012 | Foreign Trade University, Vietnam

### ORGANIZER

Peacework Development Project  
Sep 2009 | Vietnam

## PROJECT

### ADVANCED TOPICS IN MACHINE LEARNING

Python

- Built Data science pipeline
- Built Support Vector Machines model
- Built Semi-Supervised Learning model for classification and clustering

### PORTFOLIO OPTIMIZATION

Computational Finance | Python

- Built diversified portfolio with the help of Modern Portfolio Theories and CAPM

### PREDICT CUSTOMER BEHAVIOR

Discrete Choice Model | Using R

- Estimate choice model of decision-maker • Predict choice probabilities • Elasticity • Predict market share • Horowitz, Likelihood-ratio test

### DISSERTATION TOPIC: SENTIMENT ANALYSIS IN SUSTAINABLE TOURISM

Supervisor: Prof. Dr. Ralf Wagner | University of Kassel

- Collect online reviews and extract sentiment messages for Mui Ne, Vietnam

### ANALYZE THE JOINT EFFECT OF GOAL FRAMING AND ANCHORING ON ONLINE SHOPPING BEHAVIOR | GRADE: 1.3

Proportional Odds Models | Master Thesis - University of Kassel

- Design and conduct a field experiment to observe the joint effect of goal framing and anchoring on online shopping behavior. The research contains solid knowledge of consumer behavior, consumer psychology.
- Using the Proportional Odds models to analyze received ordinal categorical data

### ANALYZE QUALITY EFFICIENCY OF ELECTRICITY DISTRIBUTION COMPANIES IN NEW ZEALAND

DEA Model | Using Stata

- Applying DEA method to analyze technical efficiency in Efficiency model and Quality efficiency model for 29 electricity distribution businesses in New Zealand.

## EDUCATION

### OTTO-VON-GUERICKE UNIVERSITY

M.Sc. OPERATIONS RESEARCH AND BUSINESS ANALYTICS | GPA: 2.1

Oct 2020 - Now | Magdeburg, Germany

- Advanced topics in Machine Learning • Machine Learning • Computer Science Data Structure • Database Concept • Predictive Analytics Forecasting
- Financial Engineering • Computational Finance and Financial Management Econometrics

### UNIVERSITY OF KASSEL

M.Sc. ECONOMIC BEHAVIOUR AND GOVERNANCE | GPA: 2.3

Apr 2015 | Kassel, Germany

- Behavioral Economics Milestones • Game Theory • Business Model Innovation Empirical Productivity Analysis • Risk Management in Finance
- Field Experiments in Economics • Meta Research • Quantitative Methods of Experimental Economics

## EDUCATION

### FOREIGN TRADE UNIVERSITY

BA IN BANKING AND FINANCE | GPA: 2.0

Sep 2010 - Apr 2013 | Vietnam

Core Modules:

- International Finance • Forex Trading • Financial Markets and Institutions • Financial Risk Management • International Trade Transactions • International Payments • International Trade Finance • International Financial Management

### FOREIGN TRADE UNIVERSITY

BA IN BUSINESS ADMINISTRATION | GPA: 1.9

Sep 2008 - Apr 2012 | Vietnam

Core Modules:

- International Investment • Operation Management • Human Resources Management • Auditing • International Business Law • Corporate Law

## EXPERIENCE

### PERX OÜ | FOUNDER

Jan 2019 – Dec 2020 | Tallinn, Estonia

- Cooperate with SMA Solar Technology to develop solar power market and transfer technology to Vietnamese partners
- Investing in sustainable products

### ALT ACADEMY RESEARCH CONSULTING GROUP

#### SALES MANAGER

May 2014 – Mar 2015 | Vietnam

- Achievement: Sales Revenue increase 60% • Break all sales record (team and individuals) since company was founded.
- Develop and implement business strategies for Company and Sales department

#### PR MANAGER AND SENIOR CONSULTANT

Jan 2013 – May 2014 | Vietnam

- Developing and implementing integrated marketing campaigns including online, talk on TV, and series of offline events in many Universities in HCM City, Vietnam to generate potential leads for The sales department.

#### CUSTOMER RELATION OFFICER

Aug 2012 – Dec 2012 | Vietnam

### DONGA BANK

#### INTERNSHIP

Jan 2011 – Jul 2011 | Vietnam

- Process banking documents (L/C, Bill of lading, T/T..) for international trades