



NGUYEN THANH HUNG

SALES MANAGER / HEAD OF CREDIT DEPARTMENT

✓ Basic Information :

- Birthday: 15 /08/1991 – Gender : Male
- Nationality : Vietnamese - Marital status : Married

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

✓ Work Experiences: 11 years experience in Credit field & Retail Banking.

Main Customer Segment is SMEs & Individual Customer. Appointed Position :

1. DEPUTY CREDIT MANAGER - LienVietPostBank (LPB) – HCMC Branch – Binh Thoi TO (7 years)

- Begin with RM -> Team Leader -> Deputy Credit Manager
- Responsible for Business KPIs, Sales of Individual Loan Team 3-5 RMs.
- Re-check Loan application, Inspection & Valuation before Submit for Approval
- Inspect the drafting of Contacts, System Accounting before Disbursement.
- Directly participate in Debt collection and Asset handling.

2. HEAD OF CREDIT DEPARTMENT - Maritime Bank (MSB) – To Hien Thanh Credit Center (2 years)

- Manage a Sales / Credit Team: 10-15 RMs.
- Responsible for Business KPIs, Sales, Costs and profits as well as Debt ratio of Credit Center.

Working under pressure with high intensity and have an in-depth understanding of the Business Market, thereby providing specific business with Orientations and Goals.

- Learning & Developing Business mindset in Retail Banking, Credit and Customer Services: Ability to get a Plan, Monitor and Evaluate, execute specific business of all Products.
- Credit Approval authority : VND 2 billion.
- As an in-house Lecturer MSB, who builds internal processes, Organization culture and how to process Credit Records for the Credit Center System.

3. ASSISTANT MANAGER - WOORI BANK VIETNAM – HCMC Branch – Thao Dien TO (2 years)

- Solicit and develop relationship with existing and new customers to achieve individual sales targets on loans and deposits as well as cross – sell other banking products and services.
- Receive customers' A/As, interview customers, Appraise loans and handle mortgaged assets, documentation and release the approved Loans.
- Re-check Contacts, Inspection & Valuation before Signing, Complete mortgage procedures.

✓ **SPECIAL SKILLS**

- Business & Human Management :

- + Have a Business mindset in Retail Banking, Credit and Customer Services: Ability to get a Plan, Monitor and Evaluate, execute specific business according to each product.
- + Used to manage a Sales Team up to 10-15 RMs. Build up an environment of solidarity, accompanying with development spirit for employees.
- + Responsible for business KPIs, Sales, Costs and profits of Branch Or Transaction Office. I can work under pressure with high intensity and have an in-depth understanding of the Business Market, thereby providing specific business with orientations and Goals.

- Banking & Financial Literacy:

- + Have skills in Appraisal, Analysis and evaluation of Customers' need before grant Credit. Credit approval judgment of VND 2 billion. Being a key person in deciding on Inspection, Loan interest rates.
- + Have communication skills, be able to maintain and expand customers within a certain time.
- + As an in-house Lecturer of LPB and MSB, who builds internal processes, culture and how to process Credit Records for the Credit Center system.
- + Dare to think, dare to do, dare to take responsibility.

✓ **Other**

- + Certificate TOEIC 700+, English Intermediate Communication.
- + Graduated from Van Lang University with Rating : Good

➤ I'm ready for a new challenge. Thanks for taking a look at my CV.
It is a pleasure to accompany with you !
Nguyen Thanh Hung.