

# VY MAI PHAM (Ms.)

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[Linkedin](#) | [Portfolio](#)

## PROFESSIONAL SUMMARY

After completing my biology degree in 2009, I worked as a Technical Sales Executive, specialized in Cosmetic Ingredients. My key responsibilities were meeting sales targets, building and maintaining strong customer relationships. I'm a logical thinker who has developed my problem solving and analytical skills. I can adapt to different situations, work under pressure, and complete tasks with a high attention to detail.

I moved to Australia in 2018 and graduated from Monash University in 2021 with a degree in Business Information Systems, which helps me to develop strong technical skills of Excel, Tableau, SQL, Python and fundamental understanding of general statistics, user interface design to analyse complex sets of data to determine recommendations for business growth and improvement.

## SKILLS

Excel | SQL | Tableau | MS BI | Python

Critical Thinking | Problem solving | Multi-tasking | Team working |

Time Management | Communication

## CAREER HISTORY AND EXPERIENCES

**Settlement Team Member, [JBWere Limited](#)**

**04/2022 – present**

- International: Trades, settlement packs
- Bonds: Trades, coupon payments, reconciliations, bonds transfers.
- Managed Funds: Income

*Key Achievements:*

- ✓ Strong capability and confidence across multiples functions within the team.

**Technical Sales Executive, [Connell Bros](#)**

**06/2015 - 04/ 2017**

- Market mapping, plan and execute business plan to promote new products, including but not limit to price calculation, technical support, and after sale services.
- Working with wide range of Business to Business (B2B) customers from Research and Development (R&D) department to decision-makers, influencers, as well as suppliers all over the world.
- In charge for Personal Care and Home Care ingredients

*Key Achievements:*

- ✓ Successful promoted new products into Vietnam market for skin care field.
- ✓ Strong relationships and support to 28 new customers,
- ✓ Won more than 45 projects by the end of 2016.
- ✓ Grow 35% on Year to Date (YTD) sales in 2016.

**Technical Sales Executive, [Avantchem](#)**

**03/2013 - 05/2015**

- In charge for Personal Care ingredients

*Key Achievements:*

- ✓ Won 18 selective small accounts that grew to become medium-large sized accounts in 2014.
- ✓ Won and closed more than 30 projects in 2014.
- ✓ Growth in sales 175% in 2014 compared to 2013.
- ✓ Win 2014 Distributor's Seller Incentive Award from Dow Corning supplier.

**Technical Sales Executive, [Chemico Group](#)**

**05/2011 – 12/2012**

- In charge for Personal Care ingredients

*Key Achievements:*

- ✓ Successfully promoted new products into Vietnam market for skin care field, such as: brightening, anti-aging, emollient, moisturizing

**Technical Sales Executive, [Lautan Luas](#)**

**06/2009 – 04/2011**

- In charge for Water Treatment chemicals.

*Key Achievements:*

- ✓ Successfully promoted Poly Aluminum Chloride (PAC) to end users and trading companies.
- ✓ Gained the product knowledge, so that I'm able to solve technical problems independently.
- ✓ Hit the goal of monthly sales target after 3 months of working.

## EDUCATION

2018 - 2020 **MASTER OF BUSINESS INFORMATION SYSTEM**, MONASH UNIVERSITY

2004 - 2009 **B.S In BIOLOGY**, VIETNAM NATIONAL UNIVERSITY