



Tran Ngoc Bao Tran

Info

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📍 Cau Giay, Hanoi

Education

2018 - 2022

National Economics University

Bachelor Of Business
Administration in English

GPA: 3.65/4

Skills

- English (IELTS 7.0)
- Microsoft Office (MOS Certification)
- Teamwork
- Research

Experience

November 2022 - Now | CMC Global

Business Development Executive

- Conduct market research to define market penetration strategies.
- Build long-term relationships with new and existing customers
- Generate and manage sales pipeline.
- Manage and Review internal sales process compliance
- Planning for annual sales activities.
- Working with customers and other departments to close deal and implement the project.

April 2022 - July 2022 | KPMG Hanoi

HR Compensation and Benefits Intern

- Support C&B & Operations Team.
- Manage KPMG employees as well as in charge of Intern Database.
- Keep track of onboarding, offboarding process for Interns.
- Perform standardization of database to ensure the sufficient for Social Insurance and PIT related works.
- Support KPMG employees with other tasks as assigned.

October 2021 - December 2021 | VINHOMES JOINTSTOCK COMPANY

Human Resources Intern

- Systematization of internal HR database.
- Receive and update documents for the company's partners.
- General office administration.
- Perform ad hoc tasks when necessary and upon assignment.

Achievement

2021

THE 4TH INTERNATIONAL CONFERENCE ON CONTEMPORARY ISSUES IN ECONOMICS, MANAGEMENT AND BUSINESS

- Papers are published at the conference.
- Debated on contemporary issues of aforementioned fields, supporting strategies to stimulate sustainable worldwide growth and development.
- Exchange and present our research to scholars and speakers.

SCIENTIFIC RESEARCH CONTEST OF NATIONAL ECONOMICS UNIVERSITY- VIETCOMBANK 2021

- Interpreted and analyzed quantitative and qualitative results.
- Expressed results and findings in the form of a research paper.
- Received university award.

2020

UNILEVER FUTURE LEADER LEAGUE 2020

- Top 30 UFL 2020, competing with 2050 Vietnamese students globally & 650 submissions in Unilever's only business case competition for students.
- Closeup's Brand Picks Award.
- Participated in 1-week intensive and exclusive training programs by Unilever Vietnam Executive Board and Unilever's key partners: Kantar World Panel, MullenLowe, Biz-Eyes.