


Curriculum Vitae

Name:	Sex: Man	
Le Thanh Hai	Married: Yes	
Date of birth:	Nationality:	
April 30 th 1979	Vietnam	
Address: Thaithinh st. Hanoi Vietnam		
Company:	Panasonic R&D Center Vietnam Ltd., Co.	
Head office:	17 th floor, East Tower, Lotte Center Hanoi, 54 Lieu Giai Str., Cong Vi Ward, Ba Dinh District, Hanoi	
Business group:	Panasonic Hanoi Lab	
Position:	General Manager	

Year	Education
Aug 1994 ~ Jun 1997 ~	High School for Gifted Students, Hanoi University of Science
Sep 1997 ~ Feb 1999	Kokusai Gakuyukai Japanese School
Apr 1999 ~ Mar 2004	Department of Systems Engineering, Faculty of Electro-Communications, University of Electro-Communications (Bachelor of engineering)
Apr 2004 ~ Feb 2006	Department of Computer Science, Graduate school of Electro-Communications, University of Electro-Communications (Master of engineering)
Year	Professional Career
Feb 2006 ~ Nov 2007	FPT Software Japan Ltd.
Dec 2007 ~ Apr 2010	FPT Software JSC Hanoi Branch
May 2010 ~ Feb 2015	Unisys Solution Vietnam Ltd.
Mar 2015 ~	Panasonic R&D Center Vietnam Ltd.

Language	Language Capacity		
	Reading	Hearing / Speaking	Writing
Japanese	Business level	Business level	Business level
English	Normal level	Normal level	Normal level

Year	Certificate
November 1998	Japanese language proficiency test level 1 (1kyu)

Year	Detailed work experience
Feb 2006 ~ Nov 2007	<p>Company: FPT Japan Ltd.</p> <p>Position: Bridge SE</p> <p>Work volume: monthly 15~20 developers</p> <p>Job details:</p> <ul style="list-style-type: none"> - Onsite management for offshore team about deliverables, schedule, progress, scope of work, issue, requirement. - Bridge between the chief manager of product development and the offshore team. - Support and training for offshore team about process standardization, quality control, technical issues. - Assessment for deliverables of offshore team. - Coordination with other related teams (Verification, SQA) for quality control before release to market.
Dec 2007 ~ Nov 2008	<p>Company: FPT Software JSC Hanoi Branch</p> <p>Position: Project Manager & Project Technical Leader</p> <p>Work volume: monthly 15~20 developers</p> <p>Job details:</p> <ul style="list-style-type: none"> - Offshore development team management about deliverables, schedule, progress, scope of work, issue, requirement, technical & project plan. - Bridge between the chief manager of product development and the offshore team. - Support, training, guide for offshore team about process standardization, quality control, technical issues - Coordination with other related teams (Verification, SQA) for quality control before release to market
Dec 2008 ~ Apr 2010	<p>Company: FPT Software JSC Hanoi Branch</p> <p>Position: Offshore Development Promotion Manager</p> <p>Job details:</p> <ul style="list-style-type: none"> - Business promotion & Development of new customer through cooperation with FPT Japan. - Sale support activities (Information gathering, Document creating, Business matching, ...) - Bridge with customer and offshore development team for agreement, estimation, advance preparation, resource assignment, ... in pilot project.

<p>May 2010 ~ Apr 2011</p>	<p>Company: Unisys Solution Vietnam Ltd. Position: Manager of Technical Training Division Job details:</p> <ul style="list-style-type: none"> - Training & Process standardization management - Bridge between local development team and Unisys Japan management team - Operation management for resource, estimation - Coordination in processing project
<p>May 2011 ~ Mar 2013</p>	<p>Company: Unisys Solution Vietnam Ltd. Position: Manager / General Manager of System Planning Division Scope: 130 developers (and 20 external developers) Job details:</p> <ul style="list-style-type: none"> - Offshore development management - Bridge between local development team and Unisys Japan management team - Operation management for resource, estimation, proposal & technology - Coordination in processing project - Decision making for business plan
<p>Apr 2013 ~ Feb 2015</p>	<p>Company: Unisys Solution Vietnam Ltd. Position: General Manager of Business Promotion Division Scope: 130 developers (and 20 external developers) Job details:</p> <ul style="list-style-type: none"> - Offshore development management - Bridge between local development team and Unisys Japan management team - Planning & promotion for new business - Operation management for resource, estimation, proposal & technology - Decision making for business plan
<p>Mar 2015 ~</p>	<p>Company: Panasonic R&D Center Vietnam Ltd. Position: Assistant General Manager / General Manager of Panasonic Hanoi Lab Scope: 120 developers (and 70 external developers) Job details:</p> <ul style="list-style-type: none"> - R&D activities organization and operation management - Collaboration with Panasonic R&D Lab in over the world (Israel, Singapore, Dalian, Japan, Silicon Valley) to explore new business in B2B (Smart Factory, Logistic, Embedded Solution, Industrial Device, Media Entertainment, Security) and Automotive (ECU, AutoSAR, Infotainment). - Decision making for business plan & new business strategic (AI, Deep Learning, IoT, Blockchain)

Appeal points

I have 12 years of IT experience, have experienced all positions in the IT company, and have understand how to build-up the new business, train the resources and operate an organization. 20 years for studying in Japan and working for Japanese companies help me have a deep understanding of Japanese and Vietnam business, understand how to implement sustainable business strategies between the two countries.

My motto is "Think of the best but prepare for the worst" that keeps me in balance even in difficult situations, to make the best decisions possible.