

# GIANG TRẦN MINH THÀNH

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## OBJECTIVE

Seeking a job related to investment officer.

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## EDUCATION BACKGROUND

### University of Economics Ho Chi Minh

2014 - 2018

- Honor Bachelor degree of International Honor Program linked with **University of Western Sydney, Australia**.
- Major: Finance and Investment.
- Cumulative GPA: 8.4; Graduation date: June 1<sup>st</sup> 2018.
- Top 3 students having highest GPA in university.

**Studied at Le Ngoc Han primary school** from grade 1 to grade 5, at **Tran Dai Nghia High school for the Gifted** from grade 6 to grade 9, at **Pho Thong Nang Khieu High School for the Gifted** from grade 10 to grade 12.

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## AWARDS AND ACHIEVEMENTS

**Pass 6 Foundation level of CPA Australia.**

**Pass CFA level 1; Candidate of CFA level 2.**

### “Gear up for Business” Certificate, Stanford University (USA)

2015 – 2016

- Learned how to build the strategy and control the financial health for corporation from Professors of Stanford University and financial expert.

### Financial Modeling Course, WallStreet Prep – Wall Street Journal (USA)

Sep/ 2016

- Learned how to build professional Financial Model in Excel; had in-depth understanding of financial statement modeling, DCF, Comps, M&A and LBO modeling.

### University Full Scholarship

2014 – 2018

- Had Honor scholarship (50% tuition fee) for International Honors Program at University.

### Honor student of “National Bank of Vietnam”

2016 – 2017

- Became top 100 students that received a merit from National Bank of Vietnam.

### Gold medal, SMAG Challenge Testing HCMC

Jan/ 2015

- Won the competition about business start-up and only **3/1000** members achieved the **1<sup>st</sup> prize**.
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## WORK EXPERIENCE

### Investment Analyst, CJ Group Corporation

Dec/2018 – now

- Specializing in real estate, logistics, transportation and manufacturing sectors. Reporting to Director of Investment Department (Mr. Han) and CEO of CJ Group Corporation (Mr. Chang).
- Engaging in 5 M&A transactions in Real Estate, Logistics, Manufacturing and Retail Industry (with Market Leaders Companies such as Viettel, Gemadept, JS Packaging, Mirae Asset ...) with aggregate value over 300 million USD.
- Performing all steps of M&A transaction or new business development for corporation such as: analyze potential acquisition candidates, perform complex financial modeling, execute the negotiation of selected transactions ...
- Researching industry participants and competitive landscape to develop actionable awareness of potential acquisition Targets aligning with business strategy; supporting all aspects of strategic acquisitions and divestitures and coordinating internal approval and communication processes for completion of a transaction.
- Building feasibility studies of large property development projects.

### Finance Analyst, Savills Vietnam

June/2018 – Dec/2018

- Promoted from Junior Financial Analyst to Financial Analyst.
- Built feasibility studies of large property developments and prepared the general financial valuation for properties in Ho Chi Minh (Comparison method, DCF method and Capitalization method) for large Corporation such as Phu My Hung, Keppel Land, Novaland, TTC Land ...
- Prepared valuation and feasibility study reports for the Client.
- Analyzed legal issues pertaining to the property market and Savills report.
- Provided independent professional advice to the company’s clients on real estate matters including asset management, sales, leasing and marketing.

**Investment Analyst, COBECCO Corporation (Fund Investment Company from the US)****Feb/2017 – June/2018**

- Promoted from Junior to Investment Analyst at COBECCO.
- Proposed new business opportunities investment projects as well as prepared the financial valuation for these projects.
- Performed in-depth due diligence analysis mostly from real estate project in District 9, Tan Phu district and District 12.
- Built and updated financial statement for company, wrote research report.

**Internship, Analyst of Investment Banking, PricewaterhouseCoopers (PwC)****Dec/2017 – Mar/2018**

- Conducted some steps of M&A transaction: make a proposal, target identification and selection (build a list of potential Targets on a preliminary basic), shortlist of preferred Targets, Target Review; Bid assistance.
- Conducted macro-analysis of industry: Real Estate, Construction, Transportation, Finance ...
- Built financial model for private company in M&A transactions.
- Built the business development plan for PwC M&A division in the period 2018-2020.

**Internship, Investment Analyst of VINACAPITAL****Oct/2016 – Jan/2017**

- Built Financial Model and analyzed companies in stock exchange (FPT, BCC, VNM, PPC, HCM).
- Wrote report for stock exchange; joined company visit; collected and analyzed industry database (Finance, Real Estate); assisted director in writing research report; **worked at VEOF/VinaCapital.**
- Built weekly NAV movement; **worked at VFF/VinaCapital.**

**Co-founder and Finance manager, “Your Supplement” Company****2014 – Oct/2016**

- Controlled financial statement, built business model for start-up (company selling fitness supplement for people).
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**LEADERSHIP****President, University of Economics HCMC club and organization****2014 – now**

- **Vice President of International Club of Auditing and Finance (ICAF):** training students for the certificate: ACCA, CFA, CPA; developing students in Finance & Auditing Area; organizing events, seminars, and workshops in the university.
- **President of ISB-UEH5.1 Youth Union:** developing and collaborating students in university through social activities, learning workshops, conferences ... to create the best environment for students.

**Member, “One Step Ahead training program” of DELOITTE****Apr/ 2016**

- Trained program provided by Deloitte experts to help young people gain skills and get ahead toward their career paths.

**Member, ONE YOUNG WORLD SUMMIT 2015 in Thailand****Nov/ 2015**

- Debated, formulated and shared innovative solutions for the pressing issues the world faced in 2016.

**Delegate, Vietnamese Youth Model United Nations (VYMUN)****Aug/ 2015**

- Delegate of United Nations Developing Program: Debated, listened and shared innovative solutions that help the world develop in the next 5 years.

**Ambassador, Vietnam Youth Forum****2013 – 2016**

- Discussed all issues of Vietnam from 2013 to 2015 and fought the solutions to solve this problem.

**Co-founder, Phổ Thông Năng Khiếu English Speaking Club****2013 - 2014**

- Created the environment for students to join; trained English speaking skill, developed soft skills for high school students.
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**SKILLS AND INTERESTS**

- **Language:** Vietnamese (fluent); English (advanced).
  - **Investment skills:** strong skills in financial analysis, write investment recommendation report, build complex financial model, using expert programs (Bloomberg, Merger market, BMI, Euromonitor), build feasibility studies for projects, negotiation skills in M&A transaction.
  - **Finance skills:** build financial models, steps in M&A process, write research report.
  - **Other skills:** have good network with Department and Government to support the deal (HCM's People Committee, Department of Natural Resources and Environment, Department of Construction, Department of Planning and Investment).
  - **IT Skills:** good use of Microsoft Office, STATA, SPSS, Prezi.
  - **Strength:** analysis, carefulness, critical thinking, communication and sense of responsibility.
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**HOBBY AND PERSONAL INTEREST**

- Playing football, listening to music, food travelling and hanging out with friends.