

# LAM NGUYEN

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## SKILLS

### Language

TOEFL iBT 79/120  
Vietnamese Native

### Skills

Sales Management PHP  
Communication Angular  
Sales Opencart

## EDUCATION

### FOREIGN TRADE UNIVERSITY

August 2012 – April 2016

Bachelor of International Business Economics  
GPA: 3.25/4 (equivalent 8.04/10)

### Honors and Awards

- Second prize of 'The Future CEO 2016' September 2015  
Contest, University of Economics.
- Scholarship for well-performance March 2013  
from Foreign Trade University

**Significant Coursework:** E-commerce, Business English, International Economics Relation, International Business Transaction, Insurance in Business, Transport and Freight Forwarding.

## HIGHLIGHTS

### PRUDENTIAL VIETNAM

August 2016 – Dec 2017

#### Report to Account Head

Successfully developed South East  
Market of Vietnam

- Achieve 100% target
- Develop and train employees

#### Report to Business Development Director

Got fully trained to be sales manager/  
Trainer & graduated the program in  
July 2017

### Bancassurance Sales Manager

August 2017 – Dec 2017

This position mainly tackles in Vietnam Insurance Market in parallel with banking partners, establishing relationship, pipeline and marketing essentials: Executing Sales Plan, Recruitment, Establishing and maintaining partners' relationship, Training Workshop, Event Holder...

### Sales Management Associates

August 2016 – July 2017

Transferring to various functions in sales field in order to work as sales manager: group presentation, training workshop, sales duties, recruitment....

July 2017: graduated the SMA program and started working as Bancassurance Sales Manager.

### BUTTERFLY HUB VIETNAM

April 2016 – June 2016

#### Report to CEO

Adopt business working style in  
communication, lifestyle, processing  
and result-related mindsets.

### Account Assistant to CEO

Support CEO in meeting with customers/ guests for business purposes.  
Find candidates and process interview, work with recruitment network if needed.  
Write meeting minutes in top-board meeting and get confirmation from every department on daily tasks.

### VYE BOOTCAMP 2015

March 2015 – August 2015

#### Report to Campaign Manager

Successfully invited 13 start-ups team  
in infant stage to join the bootcamp

### Viet Youth Entrepreneurs – VYE Team leader of Marketing

VYE Bootcamp is one of the prominent projects sponsored by VYE – Viet Youth Entrepreneurs, IDG Ventures Vietnam, John Von Neumann (JVN) and Stanford Technology Ventures Program.

Roles and Responsibilities: Event Holder, Marketing Plan, PR, Media...

## TAGS OF MY LIFE

#sales #sales-management #calm #energetic #grownup-mindsets  
#music #taking-challenges #dignity #adventurous #calm #open-minded #enthusiastic

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Your time matters, thanks for reading my own shelf here. And "it's a great way to have good conversation with a stranger because life's full of unexpected things", let's me just have a chance to talk to you by dropping an email or call me at your suitable time.

