

APPLICANT'S RESUME

PERSONAL INFORMATION

Name:	NGUYỄN QUẢN HƯNG		
Sex:	Male	Marital status:	Married
Date of Birth:	21-08-1982	Place of Birth:	Dalat, Lam Dong
ID Card No.:	024305468	Nationality:	Vietnamese
Tel:			

EDUCATIONAL HISTORY

Time Duration	Qualification & Name of Institution
2001 - 2003	FPT Information System <i>Higher Diploma In Software Engineering</i>
2000 - 2004	University of Economics Ho Chi Minh City <i>Banking and Finance Faculty</i>

PROFESSIONAL GOAL

Working in a dynamic, challenge, heavy responsibility environment.

Seek challenging assignment and responsibility, with an opportunity for growth and career advancement, and become one of the most professional Ecommerce in Vietnam within 5 years. Contribute my knowledge, skills, and experience for the advancement of company

HIGHLIGHTS OF QUALIFICATION

- Dynamic, friendly, cheerful, careful.

- Communicates well, manages and connects effective team members.
- Quickly handle the assigned tasks.
- Good in business, partner management and internal operation.

WORKING EXPERIENCE

2019-2024	CVReferral Joint Stock Company (EGOHITEK Joint Stock Company)
	Managing Director
Duties	<ul style="list-style-type: none"> - Manage company operation (sales, admin, accounting, planning, IT, customer service departments) as well as make company business and development strategy. - Manage company operation (sales, admin, accounting, planning, IT, customer service departments) as well as make company business and development strategy. - Combined with Le&Associates to build Skale Work Joy application. - Build and develop Saas for recruitment - Build and develop AI for candidate screening - Build and develop a platform to increase work efficiency - Build up the Freelance recruiter system for Le&Associates as well as other companies - Support sales team to connect with partners. - Implement strategy and operating model for the whole company to ensure to achieve monthly, yearly target. - Connect with partners in the field of assessment.
Achievement	<ul style="list-style-type: none"> - Build and develop Saas, Ai and Platform for Recruitment, Assessment, Development,.. : - Skale ATS : Streamline candidate collection from multiple sources and manage a customized recruiting process. - Skale Links : Increase efficiency of tow –way communication and maintain update relationships with candidates. - Skale Referral : Promote participation & manage referrals of suitable candidates from employees and freelancers/ agencies

	<ul style="list-style-type: none"> - Skale Match : Unbias – rank the suitability of the candidates to corporate culture and job requirements - Skale Marketplace : Quickly fill the vacancy by quality recruiters on Skale platform - Skale Insights : Make swift and accurate decisions based on real – time data - Skale Competency : Set standards, assess and manage current competencies of employee in alignment with the organizations ’s objectives <p>Skale Development : Manage personal development based on employee’s strengths and the organization’s strategy</p> <ul style="list-style-type: none"> - Skale Performance : Enhance working performance through real –time goal setting and appraisal. - Skale Work Joy : Two – way communication (Company and Employee) Connected with more than 800 Freelancer recruiters. - Connect with partners in the field of assessment : Finxs, Zenger Folkman, ...
Achievement 2016 – 2018	Vietlink Ads Lt Company (KDDI Group of Japan)
	Chief Operation Officer & Sale Director
Duties	<ul style="list-style-type: none"> - Manage company operation (sales, admin, accounting, planning, IT, customer service departments) as well as make company business and development strategy. - Combined with Viettel to build mGift application. - Build and develop mGift application. - Build up the customer care system for Viettel as well as other companies - Develop and implement marketing-related campaigns - Develop sales and e – commerce channel. Support sales team to connect with partners.

	<ul style="list-style-type: none"> - Implement strategy and operating model for the whole company to ensure to achieve monthly, yearly target. - Connect with Chief Editor of E Newspaper (Vnexpress, Dantri, kenh14, [REDACTED]....)
Duties	<ul style="list-style-type: none"> - In 6 months it has connected with more than 400 partners and over 2000 spots. - Each month more than 20.000 users come to use the services of partners. - Connect and get free news from E Newspaper ([REDACTED], [REDACTED], [REDACTED], and more than 50 E- Newspaper
Achievement 2013-2015	<p>Law Soft</p> <p>A company pioneering on developing the law system via public internet to let people be familiar with the law system, connect Vietnam law communities.</p>
	Deputy General Director
Duties	<ul style="list-style-type: none"> - Manage company operation (sales, admin, accounting, planning, customer service departments) as well as make company business and development strategy. - Develop sales and e – commerce channel related to law system. - Develop and implement marketing-related campaigns - Implement strategy and operating model for the whole company to ensure to achieve monthly, yearly target. - Manage and ensure sales activities - Assign and monitor the sales achievement efficiently to ensure high customer service standard commitment. - Make action plan for team to achieve sales targets. - Ensure training, coaching staffs within their assignment. - Make plan to explore more customers/ users.
Duties	<ul style="list-style-type: none"> - Together with the team,

	<ul style="list-style-type: none"> - The company growth rate increases 55% in 2014 - The user growth rate increases 120% in 2014 - Develop [REDACTED] to become the top law site in Vietnam.
Achievement 2010 – 2012	Vietnam Communications Corporation (VC Corp) (A leading internet company in Vietnam, with top products in online content, e-commerce , social media, ad networks and mobile value added services)
	Deputy Representative in the South – E – Commerce
Duties	<ul style="list-style-type: none"> - Manage the E – commerce sites in term of business development and marketing in general: [REDACTED]; [REDACTED]; [REDACTED] ; [REDACTED] in the South of Vietnam. - Directly be in charge of Sales of [REDACTED] efficiently for generating sales. - Control the quality, services of products for sales as well as supplier information and capacity. - Liaison with trade partners/ suppliers in the South and Central of Vietnam.. - Develop and implement marketing-related campaigns - Plan and manage online advertisement/ marketing for maximum branding benefit (deal posting on group sites, schedule the deals in a proper and efficiency manner. - Handle e – commerce done with other partner sites - Create higher online awareness for the company and the brands in its portfolio using social media, advertising and other channels - Strategize calendar for retail and online marketing activities, promotional schemes - Develop team, recruitment and training - Report directly to Head Office Management located in Hanoi.
Duties	<ul style="list-style-type: none"> - Together with the team, develop [REDACTED] to become 1 of top 4 Ecommerce sites pioneering the groupon model in Vietnam. - Accelerate the growth rate of [REDACTED] 50 times (5000%) from 2010 to 2011, and 40 times (400%) to 2012 respectively. - Excellent staffs in the VC Corp in 2011 - Enhance and develop the Product Deliver and Sales in the South of Vietnam

Achievement 2006 – 2010	SAIGON PHU GIA INVESTMENT CORPORATION
	Deputy Manager of Project & Business Department Head of IT Department
	<ul style="list-style-type: none"> - Analyzing and carry out business projects. - Contacting state agency (People’s Committee,...) to apply documents related to real estate projects. - Supporting and documenting house purchase, collateral, house title – deed for customers and Saigon Commercial Bank projects. - Developing company IT network. - Building up software system to support daily work in company. - Designing company website.
Duties	<ul style="list-style-type: none"> - Car park tower, trade center at Nguyen Thi Thap, Nguyen Huu Tho corner, District 7, HCMC. - Trade center on Le Duan street, Quy Nhon, Binh Dinh Province. - Designing the management software on appraisalment. - Company website.
Achievement	MISA JOINT STOCK COMPANY <i>(software development on finance, accounting, human resources management)</i>
2004-2006	Sales Leader
Duties	<ul style="list-style-type: none"> - Undertaking sales business in HCM, Central and South of Vietnam. - Monitoring, analyzing monthly sales reports sent to BOM. - Providing sales plan for each quarter/ each type of customers. - Planning and analyzing business projects. - Introducing software, providing after sales service during the time customers using MISA products.

	<ul style="list-style-type: none"> - Analyzing market information to access the position of the company in the Southern market. - Managing 8 staffs in sales team.
Achievement	<ul style="list-style-type: none"> - With other member to win BIT Cup - the best IT Solution 2004 - 2009 voted by users via PC World Magazine and International Data Group (IDG). - Sao Khue Award 2005 - The best solution provider of the year granted by Vietnam Association (VINASA): turnover increased 300%/year. - Golden Cup 2004 – 2006 - The best software package of the year granted by Vietnam Association for the Information Processing (VAIP). - The Best Staff Award in 2005.

SUMMARY

- 2 years working as Sales Leader for MISA JOINT STOCK COMPANY.
- 4 years working as Deputy Manager of Project & Business Department cum Head of IT Department for SAIGON PHU GIA INVESTMENT CORPORATION.
- 2 years working as Deputy Representative in the South – E - Commerce for VC Corp
- 3 years working as Deputy General Director for Lawsoft
- 1,5 years working as Chief Operation Officer and Sale Director for Vietlink Ads.
- 5 years working for EGOHITEK (CVREFERRAL)

REFERENCES

- Ms. Pham Thi My Le_ Director of Chairwoman of Le&Associates.
Telephone: 09077660866
- Mr. Nguyen Trung Thanh_ Chairman of Vietlink Ads LTD Company,
Telephone: [REDACTED].