



NGUYEN CHI NGHIA (TIM)

MBA | BUSINESS DEVELOPMENT
| FINTECH ENTHUSIAST

CONTACT ME



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District 7, HCMC, Vietnam



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REFERENCES

(upon request)

PROFESSOR PAN, WEI-HWA

Lecturer, National Yunlin University

MS. KHA MY NHU

Director, VNG Corp

ABOUT ME

A seasoned **Business Development** guy with a proven track record of success in building **global payment solutions** for enterprise products. A result-oriented professional who successfully built **multi-million dollar** strategic partnerships with world-class payment service providers. A tech-savvy who is passionate about **Fintech** and **Digital transformation**. An **MBA holder** in international business equipped with multicultural understanding and global thinking.

MY WORKING EXPERIENCES

BUSINESS DEVELOPMENT MANAGER

VNG Corp | www.vng.com.vn | Feb 2020 – Sep 2023

VIETNAM'S FIRST TECHNOLOGY UNICORN

RESPONSIBILITIES:

- Led a cross-functional team of 7 to set up payment solutions for **VNGGames** in Vietnam, Thailand, Indonesia, Singapore, Taiwan, and other overseas markets
- Ensured successful delivery of payment solutions by coordinating internal teams with payment partners
- Managed partner lifecycle to ensure smooth collaboration and exploration of new business opportunities
- Managed payment-related risks
- Researched the latest payment trends to keep abreast of customers' payment needs
- Proposed ideas and oversaw the implementation of some new products, and features
- Was in charge of recruitment and training
- Provided coaching and mentoring for team members

WHAT I HAVE ACCOMPLISHED:

- Consecutively landed in top performers for 2021, and 2022
- Built and maintained fruitful partnerships with a revenue growth rate of **30% YOY: PayPal, Adyen, Razer, Viettel, VNPT and so on**
- Created and implemented the standardized partner lifecycle management to better manage partner relationships
- Reduced payment channel costs by **~15% YOY** which saved **millions of dollars**
- Increased the payment channel coverage by **2 times**
- Increased the number of co-marketing campaigns by **130% YOY**
- Resolved card-related disputes which saved the loss of more than **1 million dollar**

BUSINESS DEVELOPMENT MANAGER

Const LLC | www.myconstant.com | Sep 2018 – Jan 2020

A PEER-TO-PEER LENDING PLATFORM BUILT ON BLOCKCHAIN TECHNOLOGY

RESPONSIBILITIES:

- Was an individual contributor in driving the growth of users and revenue for the platform
- Built partnerships with global and local blockchain companies
- Did inbound and outbound sales
- Exhibited at local and global conferences, and joined networking events
- Contributed initiatives to build new features and products
- Coordinated digital marketing strategies

WHAT I HAVE ACCOMPLISHED:

- Listed Constant token on Coinmarketcap - the world's no 1 crypto market data aggregator which helped to increase web traffic by **~30%** within a few days after the listing
- Listed Constant token on 3 crypto exchanges within less than a year
- Won several shark investors with total investment values of millions of dollars
- Implemented a brand-new referral program which helped to **grow monthly revenue by ~10%**
- Exhibited at Singapore Fintech Festival 2019 - **one of the largest worldwide events of its kind**
- Consulted to implement the B2B sales process for another sales team
- Learned some cool growth hacking strategies

* For more details, kindly find my LinkedIn profile above

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WHAT PEOPLE TALKED ABOUT ME

PROFESSOR PAN WEI-HWA

LECTURER AT NATIONAL YUNLIN UNIVERSITY, TAIWAN

"Tim is one of the best students I've ever mentored."

JAM LI

BIZ DEV MANAGER AT PAYERMAX, VNG'S PARTNER

"Tim's valuable insights, feedback, and contribution have played a significant role in shaping our services and improving our offerings."

HANNAH NGUYEN

EX-MARKETING LEAD AT TINYPULSE

"I was working with Nghia in Marketing team at TINYpulse. He always impressed us with his ability to handle multiple projects, especially website and outbounds research. "

PERSONAL ATTRIBUTES

- I always hold myself accountable
- I put customers first in everything I do
- I usually go extra miles
- I love to recognize co-workers' efforts
- I'd build process where applicable
- I always try to keep everyone on the same page all the time
- I'd rather get straight to the point or say nothing

MARKET RESEARCH REPRESENTATIVE

TinyPulse | www.tinypulse.com | Apr 2017 - Aug 2018

AN AMERICAN SAAS FIRM PROVIDES EMPLOYEE ENGAGEMENT SOLUTIONS

RESPONSIBILITIES:

- Was a part of the US-based B2B sales team
- Conducted sales prospecting
- Made content marketing analysis
- Optimized link-building strategy
- Ran marketing competitive research

WHAT I HAVE ACCOMPLISHED:

- Generated thousands of quality hand-picked leads
- Collaborated with PR team to promote a company blog post to Google's first page within 6 weeks
- Learned how to build a scalable B2B sales pipeline and process
- Learned Agile methodology
- Learned handy CRM software: Hubspot and Salesforce

BUSINESS DEVELOPMENT LEAD

W&S Vietnam | www.vinaresearch.jp | Mar 2015 - Mar 2017

A JAPANESE ONLINE MARKET RESEARCH FIRM

RESPONSIBILITIES:

- Led the B2B sales team of 2 in finding new clients and nurturing existing clients
- Built inbound and outbound sales process
- Performed full-fledged sales cycle
- Proposed and promoted new services/products
- Collaborated with in-house market research team to deliver services to clients
- Attended industry conferences and networking events

What I have accomplished:

- Won contracts with well-known clients like AC Nielsen, The Learning Curve, and Dentsu that helped to increase the number of monthly won projects by **30%**
- Managed good relationships with existing clients that maintained a retention rate of over **80%**
- Learned and managed to conduct market research projects on my own. Some outstanding projects included Mystery shopping for San Miguel beer, Online research for Oppo, and Qualitative research for Toyota

SKILLS

- | | |
|----------------------------|----------------------------------|
| • Team management | • Market research |
| • B2B sales | • Competitive research |
| • Partnership management | • CRM know-how |
| • Process management | • Risk management |
| • Scrum Project management | • Business analysis |
| • Negotiation | • Payment knowledge |
| • Digital marketing | • Software development knowledge |
| • Coaching & Mentoring | • Cross-department collaboration |
| • Change adaptation | |

ACADEMIC BACKGROUND

MBA, INTERNATIONAL BUSINESS

National Yunlin University of Science and Technology, Taiwan
2012 - 2014

Achievement: Ranked 1st in the class | 4.0 GPA

BACHELOR OF FINANCE AND BANKING

University of London, Singapore
2008 - 2011

THANKS FOR READING

* For more details, kindly find my LinkedIn profile above