



**Nam Thieu**

General Director at Qualcomm Vietnam & Indochina

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**Nam Thieu** · 3rd

General Director at Qualcomm Vietnam & Indochina

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**Qualcomm Vietnam, Cambodia  
and Laos**



**University of Virginia - Darden  
Graduate School of Business...  
Administration**

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Nam replied to a comment



**Cám ơn Hằng**

Nam replied to a comment



## Thanks Belinda for your strong support and encouragement

Nam replied to a comment



Nam replied to a comment

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## Experience

### General Director



Qualcomm Vietnam, Cambodia and Laos

Dec 2012 – Present

· 8 yrs 5 mos

Overseeing Qualcomm's operations in Vietnam, Cambodia and Laos and driving 3G\4G adoption and usage in the country.

### Country Deputy GM cum Branch Manager, HCMC

IBM Vietnam

Jul 2010 – Nov 2012

· 2 yrs 5 mos

In charge of overall operation for HCMC branch. Run a multi-millions business with teams spanning across products, sales, service, eco-system partner enablement, business development, marketing, public & government relations. Represent and strengthen the brand value through integrated marketing campaigns around strategic initiatives Smarter Planet, Cloud and Analytic.

### Country Sales Manager

Intel Vietnam

May 1999 – Jul 2010

· 11 yrs 3 mos

Joined Intel in 1999 in Vietnam, was one of a few pioneers of the company in the country. Built the team across 3 countries Vietnam, Cambodia and Laos, and grew the business from ground up to 100M\$ and the total of >2Mu PCs in 2009, with leading position in market shares, eco-system partners network and brand mind share. Was responsible for all aspects of business and operations covering MNCs, LOEMs and channel distribution customers as well as driving demand generation and integrated marketing campaigns. ... see more

### Country Manager

Intel Cambodia

May 2005 – Dec 2009

· 4 yrs 8 mos

Founded Intel's office and presence in the country. In fact, Intel was the first multi-national company in technology industry to have the office in Cambodia. Was instrumental in laying out the company's foundations in this country including establishing the country team, partners network, government and industry players relations, and witnessed consecutive double digit year-on-year growth in the last 5 years. ... see more

## Education

### University of Virginia - Darden Graduate School of Business Administration



Executive leadership development program, Business Administration and Management, General

2007 – 2007

Activities and Societies: The intensive leadership development program "Leadership for Extraordinary Results"

### Moscow Transport Institute (MTI)

Ph. D, Networking protocols

1995 – 1998

### Saint Petersburg State Electrotechnical University "LETI"



Master, Semiconductor Materials Technology

1989 – 1995

## Skills & endorsements

### Cloud Computing · 99+



Endorsed by **Philippe Bourhis and 3 others who are highly skilled at this**



Endorsed by **33 of Nam's colleagues at IBM**

### Management · 99+



Endorsed by **Nam Nguyen, who is highly skilled at this**



Endorsed by **2 of Nam's colleagues at Qualcomm**

### Business Strategy · 99+



Endorsed by **Nam Nguyen** and **1 other** who is highly skilled at this



Endorsed by **31 of Nam's colleagues** at **IBM**

Industry Knowledge

**Business Development** . 99+

**Product Marketing** . 84

**Sales Management** . 79

**Go-to-market Strategy** . 56

**Product Management** . 51

**Integrated Marketing** . 43

**Strategy** . 38

**Start-ups** . 27

**Sales** . 26

**Demand Generation** . 25

**Telecommunications** . 25

**Marketing Strategy** . 21

**Mobile Devices** . 19

**New Business Development** . 18

**Solution Selling** . 17

**Business Analysis** . 16

**Marketing Management** . 15

- Business Planning** . 13
- Entrepreneurship** . 13
- Management Consulting** . 11
- Competitive Analysis** . 11
- Pre-sales** . 11
- Business Intelligence** . 11
- Account Management** . 11
- Market Research** . 11
- Product Development** . 11
- Channel Partners** . 10
- Market Analysis** . 10
- CRM** . 9
- Analytics** . 9
- International Sales** . 9
- Sales Operations** . 9
- International Business** . 9
- E-commerce** . 8
- Outsourcing** . 8
- Direct Sales** . 8

Tools & Technologies

- Enterprise Software** . 8

SaaS . 7

Interpersonal Skills

Leadership . 99+

Team Management . 66

Negotiation . 66

Team Leadership . 64

Strategic Partnerships . 18

Cross-functional Team Leadership . 11

Business Alliances . 9

Other Skills ⓘ

Networking . 15

Key Account Management . 12

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**Mai Quynh Trang**  
Enterprise Lead, Vietnam Market, Google  
Cloud at Google

February 24, 2013, Nam was senior to Mai but didn't manage directly

Mr Nam is passionate, vision oriented and truly an excellent leader. He's open, listens to his staff and always supportive if needed. I've learnt a lot from him, esp with his people management skills.





## Lewis H. Truong (張煌方)

Associate General Counsel, E&C APAC

December 20, 2012, Nam was senior to Lewis H.  
but didn't manage directly

Nam is truly an exemplary leader at IBM. Under his leadership he always set clear vision and was a model executive to the business. It was always a delight to work with Nam as he was very attentive to the details and sensitive to the business challenges. Nam became more than just a colleague he became a trust... [See more](#)

## Accomplishments

### Languages

English • Russian • Vietnamese

3  
✓

## Interests

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Nguyen Minh Son • 3rd

Country General Manager at Lenovo Vietnam

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Recruitment Specialist cum Admin at Milensea Retail

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Le Nhat Huy

President at UTE Logistics and Supply Chain Club

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Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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**Nhi Duong**

Student at Ton Duc Thang University

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