



Hoa Nguyen

Senior Business Development Manager - Vietnam and Myanmar at Western Union

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Hoa Nguyen · 3rd

Senior Business Development Manager - Vietnam and Myanmar at Western Union

Vietnam · 500+ connections · [Contact info](#)



Western Union



**University of Utah - David Eccles
School of Business**

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Time to get more slices out of this cake ☐ #crossborderpayments...

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Experience

Senior Business Development Manager - Vietnam and Myanmar



Western Union

Dec 2020 – Present

· 5 mos

Vietnam

In charge of developing business for Vietnam and Myanmar markets , as well as upholding current partnerships.

Business Development Manager



Fraser's Law Company

Sep 2018 – Dec 2020

· 2 yrs 4 mos

Investor Relations Manager



VinaCapital

Sep 2016 – Sep 2018

· 2 yrs 1 mo

Sunwah Tower, Ho Chi Minh City, Vietnam

- In charge of managing CRM system of the whole company, manage and maintain all investor contacts/shareholder registry.
- Work with European and North American investors for fundraising and other business development initiatives.

Vietnam International Bank (VIB) - Ngân Hàng Quốc Tế



5 yrs 4 mos

Head of Product Marketing, Consumer Lending

Oct 2015 – Sep 2016

· 1 yr

Sailing Tower, Ho Chi Minh City

In charge of Marketing campaign strategies and ideas, detailed budgets, communication methods for Lending products, including Credit cards, Auto loans, Mortgages, Individual business and Consumer loans.

Executive Assistant to Head of Retail Banking cum Sales and Support Manager

Jun 2013 – Oct 2015


· 2 yrs 5 mos

Ho Chi Minh City, Vietnam

- Support Head of Retail with management tasks: analyzing data, loan applications, pinpointing deliverables,

managing resources, etc.

- Support HRB and branches in working with large potential customers.

Show 1 more role 

Relationship Manager/Private Banking RM

KeyBank



Oct 2006 – Dec 2010

· 4 yrs 3 mos

Salt Lake City, Utah

- Develop skills in using operational banking systems: customer account management, payment systems, CRM.
- Work with high net-worth clients to manage their accounts at the bank and consult them on appropriate products.
- Help clients set up Credit cards, Auto loans, Mortgages, Home equity and other loan products.
- Help clients secure capitals through depositing accounts such as CD, Money Market, IRA.

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Education

University of Utah - David Eccles School of Business



Bachelor of Applied Science - BASc, Marketing / Commerciële economie (CE) - Specialisatie marketing management

Activities and Societies: • Active in Student Living at the Dormitory, Officer of the Vietnamese Student Body. • Worked in a 2008 Marketing Campaign for Goldsmiths Jewelry Retailer.

Hanoi-Amsterdam High School for the Gifted



Skills & endorsements

Due diligence . 3

Dung Duong and 2 connections have given endorsements for this skill

Financiële analyse . 2

Sang Tran and 1 connection have given endorsements for this skill

Customer Management System . 2

Sang Tran and 1 connection have given endorsements for this skill

Other Skills 

Banking models and payment platform . 1

Client networking . 1

Show less ^

Recommendations

Received (1) Given (1)



Dung Duong
Communicator | Business Advisor | Investor

July 1, 2020, Hoa worked with Dung in the same group

Hoa and I worked together at VIB for 3 years, and it was a pleasure to have her as a colleague as well as a member of my Marketing team. As her direct line manager, I highly valued Hoa’s professionalism, skills, diligence and can-do attitude towards everything that she was tasked to do. With her skillset ... [See more](#)

Interests

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Head Of Business Development at Central Retail

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Thao Nguyen •3rd
OpsTech Entrepreneur | Digital Transformation | Business Operations Advisor | Business Development | MBA

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People you may know



BE BA (My Nguyen)
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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Nguyen Dinh Dat

Frontend Angular Developer

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Nhi Duong

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