



Truong Pham

Country General Manager at Microsoft

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Truong Pham · 3rd

Country General Manager at Microsoft

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Microsoft

**National Economics University and
Solvey Brussels School of...
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**Thank you cQuyen and all! I'll miss
you all, lovely team and I'll miss...**

Truong commented



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Experience

Country General Manager



Microsoft

Jan 2018 – Present

· 3 yrs 4 mos

Vietnam



Managing Director

SAP Vietnam

May 2012 – Present

· 9 yrs

Sales Director



Oracle

Aug 2005 – May 2012

· 6 yrs 10 mos

Vietnam

IT Manager



Credit Lyonnais

Aug 1997 – Jul 2005

· 8 yrs

10 Trang Thi, Hanoi, Vietnam

Math Researcher

Vietnam National Institute of Mathematics

Jul 1996 – Jul 1997

· 1 yr 1 mo

Hoang Quoc Viet Str

Education

National Economics University and Solvey Brussels School of Economics and Management

Master in Business Management and Information System (MBIS), Business Management and Information System

2003 – 2006

Hanoi University of Science and Technology

Bachelor's Degree, Information Technology

1992 – 1996

Licenses & certifications

Accessibility in Action



Microsoft

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Skills & endorsements

Business Analysis · 17



Endorsed by **3 of Truong's colleagues at Microsoft**

Business Strategy · 12



Endorsed by **3 of Truong's colleagues at Microsoft**

Management · 11



Endorsed by **Do Thi Huong Tra and 1 other who is highly skilled at this**



Endorsed by **4 of Truong's colleagues at Microsoft**

Industry Knowledge

Cloud Computing · 10

Solution Selling · 8

Business Development . 7

New Business Development . 6

Business Intelligence . 6

Sales Management . 5

CRM . 5

IT Strategy . 4

Integration . 4

Software Project Management . 4

Strategy . 4

Change Management . 3

Project Management . 3

Account Management . 3

Marketing Strategy . 3

Business Planning . 3

Business Process Improvement . 3

E-commerce . 1

Vendor Management . 1

IT Service Management . 1

Tools & Technologies

SaaS . 5

Enterprise Software . 2

Interpersonal Skills

Leadership . 2

Contract Negotiation

Other Skills ?

Process Improvement . 1

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Recommendations

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Tong Van Tien, MBA, MITM

Digital Innovation Director at TPBank

March 12, 2019, Truong reported directly to Tong

I have known Tien for over 20 years with 6 years working together in Credit Calyon Bank (formerly Credit Lyonnais Bank). I found him to be a thorough professional and a go-getter. He does not stop at anything to ensure the goal is achieved. I believe he is a great asset to the company and is able to lead and not afraid... [See more](#)



Linh Phan

Industry Manager @ Google

December 2, 2017, Truong was senior to Linh but didn't manage directly

Linh is someone who you can entrust to, in both at work and outside of work. He always go extra miles to get things done beyond expectation in the best way possible. Outward thinking, humour and friendly, he will not just a good colleague but a very good friend of you.

Accomplishments

Languages

English • Vietnamese




Interests



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CEO at Microsoft

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BE BA (My Nguyen)

Recruitment Specialist cum Admin at Milensea Retail

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