

# CURRICULUM VITAE

## Personal details:

Name: **Nguyen Dinh Truong (Danny)**

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## Education History:

- <2007 – 2008> Master of Business Administration (Finance) with Distinction**  
**Nanyang Technological University, Singapore**  
**Dean's Honour List**
- <2002 – 2004> Bachelor of Business (Accounting and Finance) with Distinction**  
**University of Technology, Sydney, Australia**

## Employment History:

- <07/2016-Current> Director, Head of Investment**  
**An Gia Investment**
- Sourcing, evaluating, deal structuring, due diligence and closing M&A opportunity in residential real estate to build land bank and pipelines for the company
  - Lead business plan and development strategy for successfully acquired project
  - Raise fund at both project and company level from banks, capital market, funds
  - Manage cash flow and budget for both project and company level
  - Leading IPO process of the company targeting in 2018
- <01/2012 – 07/2016> Vietnam Country Manager**  
**Bloomberg L.P. Singapore**
- Build business strategy for Bloomberg in Vietnam including sales and marketing, product developments, data acquisition and customer services.
  - Manage and grow a portfolio of clients specialised in all asset classes including fund managers, securities companies, insurance firms, banks and corporations.
  - Manage relationship with key stakeholders in the financial market including central banks, State Securities Commission, Stock exchange, Associations
- <09/2009 – 12/2011> Portfolio Manager**  
**Vietfund Management**
- Develop short and long term investment policies and strategies based on the organization's investment philosophy, the fund's objectives and analysis of macro-economic conditions and market trends
  - Directly manage a USD 50 millions listed mutual funds investing in bluechips (VFMVF4).
  - Lead potential investment including deal sourcing, analyzing, structuring and closing
- <07/2008 – 08/2009> Senior Associate**  
**DFJ-VinaCapital**
- Deal sourcing, structuring, executing and post investment management
  - Investment analysis, valuation and preparation of investment proposal
  - Conduct in-depth market research, business intelligence and other relevant market assessments
- <01/2005 – 01/2007> Corporate Banking Relationship Manager**  
**Asia Commercial Bank- Vietnam**
- Manage and develop relationships with new and existing corporate clients through professional consultative financial analysis
  - Up-selling, cross-selling, providing regular market updates and trend analysis

**Key Achievements:**

- 1995-2001: Nguyen Duc Canh scholarship for 7 continuous years
- 2001: Certificate of High school graduation with excellent result (GPA 9.42/10)
- 2002: Awarded **Australian Development Scholarship** (ADS) for Bachelor of Business degree at University of Technology, Sydney, Australia.
- 2002: Butterworth Book Prize for best student in Business Law.
- 2003-2005: Treasurer of the Vietnamese Students Association in Sydney, Australia
- 2007: Awarded **APEC Scholarship** for MBA degree at Nanyang Business School, Singapore.
- 2008: Representative of Nanyang Business School at the 3<sup>rd</sup> Asia MBA Camp sponsored by SKK University, South Korea
- 2009: The Nanyang MBA Dean's Honour List (GPA 4.82/5)

**Key Skills:**

- Strong analytical skills with good knowledge of Financial Analysis and Modelling
- Strong interpersonal and communication skills
- Advance sale skills
- Advance computer literacy and good command of English and Vietnamese

**Personal Qualities:**

- Passionate interest in financial markets
- High energy level, willingness to work exceptionally hard
- Intelligence, good analytical ability
- Strive for outstanding result, ability to build effective team work and relationship inside and outside the company