

**KY NGUYEN VANG SERVICE TRADE CO., LTD**

Address: Floor 5, Tuoi Tre Tower, 60A Hoang Van Thu St, W.9, Phu Nhuan Dist, HCMC

Tel: (+84 8) 3 9975721- 3 9976956

Fax: (+84 8) 39979719

Email: info@kynguyenvang.com

Website : www.dulieuvieclam.com

CONFIDENTIAL

CURRICULUM VITAE

PERSONAL DETAILS

Full name : **VU NGUYEN NGOC THIEN**

Gender : Male

Date of Birth : January 09, 1983

Address : 42,154 Street, Tan Phu Ward, District 9, HCMC.

Marital Status : Married

EDUCATION

- Graduated at: University of Economics, Ho Chi Minh City in 2006
Major: Appraisal Real Estate
- Certificate about business in immovable which was provided by Ministry of Construction.

SKILLS

- ❖ English : Communicate fluently
- ❖ Computer : Fluently in MS Word, MS Excel

WORK HISTORY

From: 2017 To: Present

Website: www.sharecv.vn



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Current Company : LinkGroup Fund

Location : 2 Thi Sach, District 1, Hochiminh city

Category : Investment

Position : Chief Of Investment

Manage staff : 15 person

Main Duties :

Manage all activities of the investment Department:

- Make Investment analysis, project development and land fund development.
- Make the FS of project to the board.
- Prepare and submit the most feasible plan for the board.
- Track and manage cash flow investments.
- Develop and manage distribution agents for sales .
- Development and sales of all projects of the system.
- Managing projects in the system.
- Manage branch performance as: personnel, working, inventory, delivery, budget...
- Ensure branch profitability: Analyze to make the allowed target of costs and profit to improve optimize costs
- Monitor implementation of brand activity plan: Propose a turnover target in per quarter and whole year.
- Lead sales training activities to help the sales team in showroom to improve their sales competency and needed skill.
- Keep relationship with agents : Take care all current Agents by offers about the new products, update price, policy, discount...

From 2015 To May 2017

Last Company : NAM LONG IC

Location : 6 Nguyen Khac Vien, District 7, Hochiminh city

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Category : Investment and business in real estate.

Position : Project Director

Main Duties :

Manage all activities of Sales Department: as retail sales and whole sales for all domestic agents, as details:

- Develop distribution agents for sales in projects (Camellia Garden, Kikyo Residences, Mizuki Park)
- Develop and maintain retail sales at showroom.
- Manage branch performance as: personnel, working, inventory, delivery, budget...
- Ensure branch profitability: Analyze to make the allowed target of costs and profit to improve optimize costs
- Monitor implementation of brand activity plan: Propose a turnover target in per quarter and whole year.
- Lead sales training activities to help the sales team in showroom to improve their sales competency and needed skill.
- Keep relationship with agents : Take care all current Agents by offers about the new products, update price, policy, discount...

From: May 2010 To: Oct 2014

Last Company : Novaland Group

Location : Nguyen Huu Tho Street, 7 District, Hochiminh city

Category : Exclusive right to allot Sunrise City Project

Position : Sales & Marketing Director

Manage staff : 30 person

Main Duties :

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Manage all activities of Sales Department: as retail sales and whole sales for all domestic agents, as details:

- Develop distribution agents for sales .
- Develop and maintain retail sales at showroom.
- Manage branch performance as: personnel, working, inventory, delivery, budget...
- Ensure branch profitability: Analyze to make the allowed target of costs and profit to improve optimize costs
- Monitor implementation of brand activity plan: Propose a turnover target in per quarter and whole year.
- Lead sales training activities to help the sales team in showroom to improve their sales competency and needed skill.
- Keep relationship with agents : Take care all current Agents by offers about the new products, update price, policy, discount...
- Control design team for customer requirements , such as decoration, set up for displaying and mock up all sample products.

From: August 2006

To: May 2009

Last Company : Sacomreal Company.

Location : HCMC

Field : Exclusive right to allot New Saigon, An Phu ,The Everich 1 project.

Position : Business staff and Sales Manager

Manage staff : 10 Staff

Main Duties:

Worked at Sacomreal. Representative office located in the 7 ,2 and Tan Phu District Hochiminh city. **Professional in The housing Project** , detail jobs:

Retail and Project Sales :



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- **Develop distribution agents for retail sales.**
- Employ and train all sales staff.
- Plan the sales target for each monthly, each quarterly and whole year.
- Analyze and evaluate between target and real turnover. Plan strategy to achieve it
- Manage the sales debt, turnover and finance budget for the allowed sales
- Manage the price and Quotation to customers and Agents.
- Through the relationship, internet and other sources to get information about projects.
- Make quotation (Analyze the break Down cost) and negotiation to sign contract.
- Action contract and follow up it until finish contract.

Some Projects

No	Name of project	Place	Name of company	My job	Time
01	Luxury Apartment NEW SAGON	Nguyen Huu Tho District 7, HCM city	HAGL Group and Sacomreal	Selling and allot apartment	August 2006 – June 2007
02	Luxury Apartment AN PHU	District 2, HCM city	Sacomreal	Selling and allot apartment	June 2007 – December 2008
03	Luxury Apartment THE EVERRICH 1	3/2 Street, District 11 HCM City	PHAT DAT Corporation	Selling and allot apartment	2008-2009
04	Luxury Apartment THAO DIEN RIVESIDE	Thao Dien Ward District 2, HCM city	NOVA Group	Selling and allot apartment	Sep 2009

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05	Luxury Apartment HIM LAM RIVERSIDE	Bac Nam Tan Hung Ward, District 7, HCM City	NOVA Group	Selling and allot apartment	2009-2010
06	Luxury Apartment RIVERPARK	Thao Dien Ward District 2, HCM City	NOVA Group	Selling and allot apartment	2009-2010
07	Project land Himlam Village	Bac Nam Tan Hung Ward, District 7, HCM City	NOVA Group	Selling and allot apartment	2009-2010
08	Luxury Apartment SUNRISE CITY	Bac Nam Tan Hung Ward, District 7, HCM City	NOVA Group	Selling and allot apartment	2010-2012
09	Luxury Apartment MINH CHAU PLAZA	District 3, HCMC	C.T Group	Selling and allot apartment	2012-2013
10	Luxury Apartment LEMAN	District 3, HCMC	C.T Group	Selling and allot apartment	2012-2014
11	DALAT CENTER	Dalat City	Ngoc Bien	Selling retail	2013-2014

CAREER OBJECTIVE

I have more than 7 years in real estate business special in business and agency about luxury apartment, office building, projected land, villa.... Also, I sold a lot of top project in Ho Chi Minh and Da Lat city.

Note: I listed a range of projects which I worked so you would like to read it.

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During the working progress, I not only completed my dues as well as but also brought some achievements for my companies. Clearly, at Nova Company, I had finished my target every months, it means that I brought high profit for company. Besides, I had a large of potential customer in many fields: bank, car, sea food, and good relationship in these fields.

Furthermore, I was assessed a good co-staff by my boss and my companions. I willing to learn everything which needs to adapt for jobs and I always willing share experiences to my companions because I want all staff do well. In addition, I also have outside relationship which can bring to me lots of big and effective projects.

EXPECTED SALARY

Negotition

CONFIRMATION

I certify that the information contained in this form is true and accurate in every respect and may be considered for any subsequent contact of employment.