



28/09/1993

## EXPERTISE

Business Analysis Skills

(IIBA BABOK v3.0)

Planning

Presentation

Leadership

Time Management

C# Foundation

SQL Foundation

## LANGUAGE

English

- IELTS 6.5
- TOEIC 700


## CERTIFICATE


**IMIC Business Analysis**


BABOK v3.0

2022

## CONTACT

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14, Go Vap District.

# KIEU CONG DUY THAI

*Sales B2B*

As a highly motivated and results-driven Sale / Pre-Sale with 7 years of experience, I am committed to delivering exceptional results and driving business growth. I possess a strong understanding of business processes, data analysis, and project management, as well as excellent communication and stakeholder management skills.

## EDUCATION

2015 - 2017

 **HUTECH University**

Bachelor of Business Administration  
3.95/4 GPA

2011 - 2014

 **Saigon International University**

Diploma of Business Administration  
3.0/4 GPA

## WORK EXPERIENCE

2021 - Present

 **Sales Executive**

Rotomatik Vietnam

Focused on the Lifting Truck domain and business administration. I worked closely with stakeholders, analyzed customer demand, and developed new payment systems. Additionally, I drew blueprints for warehouse systems, collaborating with customers. I worked alongside a team of 20 members.

2019 - 2021

 **Business Development**

OV Logistics

Logistics-focused Business Development professional, successfully developed payment systems, collaborated with customers for scheduling and coordination, and led a team of 20 for project success

2017 - 2020

 **Business Analyst**

STAR Education

Collaborated with high schools and universities to teach soft skills to students, handled business flow, and prepared lessons for supporting teams. I operated classes in the Star Education center and worked with a Dev Team outsourcing to build a website. Additionally, I worked with the BOD in pre-sales activities, particularly in the analysis phase. I also worked on-site with clients to develop new markets that aligned with the company's strategy.