DUY NGUYEN
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Education	**University of California, Berkeley, Haas School of Business**	Berkeley, CA

- Master of Business Administration, May 2016 (Emphasis in Entrepreneurship and Technology)
- Entrepreneurial Finance Fellow, awarded to only four students whose focuses are on technology, entrepreneurship, and merger and acquisition

	Foreign Trade University	Ho Chi Minh, Vietnam

- Bachelor of Art in International Business Administration, May 2009
- Co-founder and President of English Club; secured membership of 30% of student body

Experience

2015	**Plug and Play Tech Center**	Sunnyvale, CA

Early investor and accelerator of many successful tech startups (PayPal, Dropbox, Lending Club)
Marketing and Strategy Intern – CriskCo Company

- Conducted in-depth industry research to identify two new niche market opportunities for the company's B2B credit management platform and generated leads for over 20 potential clients in these markets
- Initiated rigorous competitor analysis and customer research that led to a major pivot in go-to-market strategy
- Built business plans and financial models in preparation for the next round of funding

2011–2014	**CyberAgent Ventures Inc.**	Ho Chi Minh, Vietnam

Venture Capital Division of CyberAgent Group – a top-ten listed Internet Corporation in Japan
Vice President (2013–2014), **Investment Manager** (2012–2013), **Investment Associate** (2011–2012)
One of the five Vice Presidents; each VP manages an investment team of 4 investment officers
Portfolio Incubation – Business Strategy, Business Intelligence, and Operations Optimization

- Developed metrics (KPIs) tracking systems in all portfolio firms by categorizing and integrating real-time data from every major department, resulting in over 40% faster product pivoting and process improvements
- Optimized the sales procedures of Foody.vn (a local version of Yelp), resulting in over 200% growth in sales and flat expenses by shifting from labor-intensive sales methods to an online automated sales system
- Initiated lock-in strategic partnerships for Vexere (a two-sided bus ticket e-commerce startup), securing 33% of all bus ticket inventories in the market by offering partners free bus management system and cloud storage
- Spearheaded TeaMobi (a mobile game studio) to enter the mid-core game market, which the company grew to account for 35% of its total revenues, by identifying and performing due diligence on this new market
- Enhanced monetization process of TeaMobi, boosting average pay per user by 9% by analyzing user's purchasing behavior and developing in-game micropayment

Venture Capital – New investments sourcing, evaluating, negotiating, and closing.

- Closed four deals in Vietnam, the first deal within four months of hire – among fastest turnaround times for newly hired associates
- Expanded business to Thailand by closing one deal in e-commerce and initiating two additional deals in digital media and social media advertising
- Raised new funding for two portfolios by building partnerships with other funds and internet conglomerates

Leadership and Relationship Building Management

- Mentored and developed four trainees, of which two were quickly promoted to Managers and Office Heads in international offices
- Built a new sourcing process that led to a 200% boost in startups sourcing. New best practices were adopted at all other offices in South East Asia to keep track of potential startups and latest technology trends.

2010	**Ben Thanh Jewelry JSC**	Ho Chi Minh, Vietnam

Ho Chi Minh City municipal owned jewelry retail chain
Commodity Analyst

- Introduced real time inventory system, saving 8% working capital and reducing average inventory by 10%

2009–2010	**Crédit Agricole Corporate and Investment Bank**	Ho Chi Minh, Vietnam

Interim Relationship Manager Assistant

- Secured an almost zero percentage of sub-prime debts for over $200M of loans during the financial crisis

Additional

- Enjoy exploring new technologies, traveling, and playing mobile games
- Experience with several programming languages & analytic tools (Ruby, JavaScript, SQL, Stata, SPSS)
- Co-founder of a charity fund within portfolios of CyberAgent Ventures for impoverished children in Vietnam