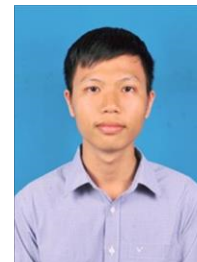


DINH QUANG TIEN

DOB: 28th October 1992 | Mobile phone: +84-945-998-956 | Email: quangtienftu49@gmail.com



EDUCATION

Foreign Trade University (FTU)

Bachelor of Science in International Business Economics September 2010 – June 2014

GPA: 3.4 / 4.0 – Degree classification: Very Good

PROFESSIONAL EXPERIENCES

Keyence Corporation

Sales Engineer

- Direct sales to the manufacturing companies.
- Make the appointment, visit the customer and suggest the promotion of efficiency.
- Negotiate price to make quotation. Prepare and negotiate main tasks of business contracts for big projects.

May 2017 – Present

LG Electronics Vietnam

Supply Chain Planner (SCP)

Aug 2015 – Apr 2017

- Negotiate to confirm shipment plan on GSCP (global supply chain planning) system after receiving forecast from SCM team in Korea weekly, in accordance with current inventory, production plan quantity and transportation lead-time. Be responsible for 2 buyers Renault and Volkswagen with In-Vehicle-Infotainment products (B2B business).
- Daily conduct production meeting to review production results, update issues (quality issue, materials shortage, capacity shortage...), then arrange production plan on GERP system to meet the confirmed shipments.
- Co-operate with related departments to resolve arising issues internally within to make goods available, share export plan to logistics partner (Pantos) to get booking, follow up shipments' progress until it is all done on time based on applied incoterms. Collect and send bills for Buyer's tracking. Take care of the goods returned from Buyers or the third parties, clear related problems in collaboration with internal departments.
- Manage KPIs including OTD1 (on time delivery), DFR (demand fulfillment rate), PPA3 (production plan accuracy), finished goods long-term inventory, materials long-term inventory indicators, logistics cost. Take responsibilities to prepare the department's weekly reports which are directly reported to Managing Director.

TAL Group (Hong Kong)

Assistant Managing Director

Jul 2014 – Jul 2015

- Work in Customer Service, Supply Chain and Planning department for six months. Understand how it works (sampling period (manage materials, test result, documents for sample approval and send to Customers), then bulk orders (control materials flow, prepare documents for mass production, ensure to meet the date of delivery).
- Contribute to increase efficiency of one production unit including 6 sewing lines from 50% to 62% in average, 100% orders meeting deadlines on time by concentrating on preparation before mass production, work with lean team to daily run Kaizen and apply lean applications to improve those lines.

Language Link Vietnam

June 2011 – July 2011

Internee, International Foundation Year (IFY) Office

- Synthesize students' data of 3 schools in Hanoi. Call for exploring overseas studying demand of over 100 students and their parents.

EXTRA-CURRICULUM ACTIVITIES

International Business Club (IBC)

Head of Professional Department

Jun 2011 – Jun 2013

- Position IBC as the leading logistics/supply chain management organization run by students in Vietnam.
- Responsible for making plan, contents for one nearly-300-attendant workshop about career opportunities in this field, one logistics short-term course about air-freight attracting almost 100 attendants in Hanoi.
- Network with FTU's lecturers and over 20 speakers who were managers of leading logistics companies in Vietnam, representatives from Vietnam Logistics Institute and other logistics experts.

ACHIEVEMENTS

Top 10 of M&A transaction analysis in Vietnam contest 2013

Institution: Vietnam M&A Forum, AVM Vietnam, CMAC

2013

The second runner-up with team of IP Challenge contest

*Institution: Intellectual Property Club (IPC), Foreign Trade University (FTU)
and National Office of Intellectual Property (NOIP)*

2013

OTHER INFORMATION

Skills:

- **Languages:** Vietnamese (native), English (fluent), Chinese (fairly communicating)
- **Computing skills:** Microsoft Office (Word, Excel, Power Point) (very good),
- **Soft skills:** managing time and organizing tasks (perfect); leadership and team-work skills (good)