NGUYEN LE QUOC THAI

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EDUCATION

- **Bachelor in electrical engineering | Ho Chi Minh University of Technology (Bach Khoa) | Aug 2017 - Nov 2022**
  Power and Electrical Instruments

EXPERIENCE

Operation assistant | QMTEK IT Solution | Ho Chi Minh City |Dec 23 – Now
- Managed sales operations.
- Conducted market research, prescripted proposal on IT related solutions.
- Prepared and price-optimized the customers' request for quotations.
- Resolved technical or administrative issues during project execution with both internal and external stakeholders.
- Managed reports involving inventory levels (stock), pricing strategies, and technician scheduling to ensure operational efficiency.

Graduate Programme | Schneider Electric | Ho Chi Minh City | Aug 2022 - Aug 2023
- CPQ Champion & Pricing Assistant:
  - Maintain the Quotation & Pricing data Platform to streamline quote-order-sales processes.
  - Responsible for monthly reports (Delta Price, Quotation performance).
- Project Channel Marketing Assistant:
  - Managed direct partner accounts, overseeing project timelines and Sales/Orders operations. Conducted monthly meetings and prepared reports for internal and external stakeholders, ensuring seamless project reviews.
  - Spearheaded lead collection and verification for the sales team, demonstrating a keen eye for potential opportunities.
  - Conduct and prepare training sessions and materials, product lauchs for internal and clients.

Tender intern | Schneider Electric | Ho Chi Minh City | April 2022 - July 2022
- Contributed to building pricing templates and data for the Retrofit solution.

Embedded software Engineer Intern | Bosch Global Software Technologies | Oct 2021 - Jan 2022
- Configured and implemented customer requirements into RADAR's software communication stack.
- Module testing file review and check-ins.

PROJECTS

Grid-connected standalone solar energy system
- Designed and simulated a 1 MW Grid-connected solar system and using Pvsyst.
- Evaluated the estimated investment cost, payback period, and profit.

Stepper motor controlling
- Utilized STM32f411 micro-controller with C programming language to control speed and rotation of a stepper motor.
  https://github.com/quocthainguyenle14/Stepper-motor

Data analyst project
- Applied Python to manipulate and visualize online datasets.
  https://github.com/quocthainguyenle14

SKILLS

- Programming Languages: Python, C/C++, SQL, MS VBA.
- Working proficiency English (Toeic 950)
- Tools: MS Office, Tableau, Salesforce, Oracle CPQ.