

# HOANG MINH TRI

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## SUMMARY

With experience in both OEM and end-user environments, I bring strong capabilities in Project Management, Planning, and Customer Development, complemented by a keen understanding of state-of-the-art technologies. Driven by a results-oriented mindset, responsibility, and a strong ability to learn quickly, I am actively seeking challenging opportunities for further self-development as a dedicated engineer.

## EDUCATION

<b>UNIVERSITY OF ECONOMICS HO CHI MINH CITY</b>	<b>HCM City, Vietnam</b>
<b>Master of Business Administration</b>	<b>May 2024 - Now</b>
<b>HO CHI MINH UNIVERSITY OF TECHNOLOGY</b>	<b>HCM City, Vietnam</b>
<b>Bachelor of Automation and Control Engineering</b>	<b>2018-2022</b>
<b>Accumulated GPA: 8.28/10</b>	

## WORK EXPERIENCES

<b>BECKHOFF AUTOMATION</b>	<b>Binh Thanh, Ho Chi Minh city</b>
<b>Customer Development cum Solutions and Application Engineer</b>	<b>Oct 2023 - Sept 2025</b>

**Responsibilities:**

- Developed customized solutions and designed control systems tailored to customer needs across various industries.
- Ensured seamless integration of automation solutions with customers' existing systems and processes.
- Utilized technical expertise to tailor hardware, software, and service solutions for specific customer needs.
- Simplified complex technical concepts for non-technical audiences, highlighting the solution's value.
- Collaborated with sales teams to navigate the sales process and enhance customer experience.
- Conducted thorough proof-of-concept to ensure functionality, identify bugs, and resolve technical issues.
- Provided technical guidance and troubleshooting support to customers.

**Key projects accomplishment:**

- *Mud Pumps VFD & PLC Modernization:*
  - Designed & implemented IPC and VFD control for 6 mud pumps, rectifiers & auxiliaries.
  - Converted legacy Step 7 STL to optimized logic (MPC/DRC switching, Anti-sync, Duty/Standby pumps...).
  - Developed safety interlocks & fault handling to enhance system reliability.
  - Led commissioning, integration, and training with vendors & rig team.
- *Injection Blow-Molding Machine:*
  - Designed and developed automation architecture with Beckhoff TwinCAT PPF.
  - Programmed and optimized real-time PID control for 62 heating zones using 52 thermocouples & SSR outputs.
  - Integrated multi-vendor equipment (Beckhoff, Yaskawa, Yuken, Schmersal) under open control architecture.
  - Ensured compliance with UL, Euromap standards and future IoT/ERP integration.
  - Coordinated with customer to define technical requirements and delivered technical documentation.
- *Oil & Gas: Surface Logging System Redesign:*
  - Acted as technical lead between customer and engineering team, defining requirements & control architecture.
  - Designed and supervised load/performance testing for UDP data exchange & system redundancy.
  - Defined test procedures for IPCs (CX/C6030), simulated data loads, and validated results with client.
  - Built hardware/software BOM and ensured compliance with safety & reliability standards.
  - Developed redundant architecture with seamless failover (<1s downtime) for offshore operations.

**Responsibilities:**

- Developed and executed maintenance schedules and procedures to ensure equipment reliability.
- Ensured all maintenance activities were completed safely, efficiently, and in compliance with standard procedures.
- Prepared and presented detailed maintenance reports to management, outlining performance and recommendations.
- Identified opportunities to enhance automation systems and processes, recommending upgrades and improvements.
- Wrote and upgraded software programming to improve controlling and operating automated systems, including PLCs, HMIs, MES, and Energy SCADA.
- Be responsible for regularly inspecting, maintaining, and troubleshooting automated machinery and equipment in the production line, identifying faults, and implementing corrective actions to minimize downtime.

**Accomplishments:**

- Champion of the plant-level KAIZEN Forum for reducing water usage in the cooling tunnel, **achieving savings of 10m<sup>3</sup> daily**.
- Improved OEE of Line T **from 70% to 82%, cutting 6.8% in downtime code E** in 2023.

**STRENGTHS**

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- **Languages & Communication:**
  - **English:** Advanced written & spoken proficiency.
  - **Public Speaking:** Speaker at Kaizen Forum & multiple seminars.
- **Technical Proficiency:**
  - **Tools:** JavaScript (ReactJS), SCADA, PLC programming (Beckhoff, Siemens, Rockwell, Delta), and industrial automation platforms.
  - **Industry:** Experience in oil & gas, plastics, FMCG, and energy sectors.
- **Project Management & Execution:** Designed client engagement plans, boosting project revenue from \$30K to \$150K.
- **Leadership & Collaboration:**
  - **Team Leadership:** Managed and led a team of five technicians, fostering strategic initiatives that improved efficiency and team output.
  - **Teamwork:** Proven ability to collaborate effectively across functions to deliver cohesive solutions.

**ADDITIONAL INFORMATION**

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- **University Activities:**
  - Be a leader of an HCMUT Ambassador Club, organized a mock admission competition with a scale of 200 students.
  - Be an active member of a Music Club, as a Bassist and Drummer.
- **Achievements:**
  - Honor Program for Engineers in 2nd Semester 2018-2019
  - HCMUT Scholarship in 2nd Semester 2019 - 2020