

NGUYEN TIEN QUOC



EDUCATION

University of Notre Dame, Indiana, USA

Master of Business Administration

- VP Networking, Asian MBA Students Association
- MBA Marketing Club Member

Indiana
May 2006

Ritsumeikan Asia Pacific University

Bachelor of Business Administration, Finance

- Recipient of Dean's Award and several scholarships
- Senior Editor, Students' online magazine "Boundless", www.apu-boundless.com

Oita, Japan
September 2004

Foreign Trade University

Bachelor of Economics, Foreign Trade

- Recipient of State's Scholarship

Hanoi, Vietnam
March 1998

EXPERIENCE

Greenhealth Ltd.

Property Consultant (Freelance)

- Provided consultancy regarding real estate market trend, pricing, project development and marketing/sales, development models, project management, human resource.
- Represented potential tenants in sourcing suitable premises based on customer's specifications and availability in the market.
- Assisted tenants and developers in contract negotiation.
- Liaise between developer and the government officials in charge.
- Introduced contractors.

Hanoi, Vietnam
February 2009 to date

Savills Vietnam Ltd.

Senior Researcher

Head of Industrial Research

- Undertook a wide range of projects, including analysis of economic and market trends, supply and demand studies, sector reviews and country profiles.
- Produced bespoke research reports on all property sectors and supplied retained clients with regular detailed market reports.
- Updated database of real estate sectors and collected market intelligence.
- Engaged in client contacts.

September 2007 – February 2009

Hanoi, Vietnam

Cathay Pharma JSC

Sales and Marketing Consultant

- Assisted the company's director in generating trade leads with American partners. Negotiated over import contracts with foreign partners. Assisted company's managers in formulating and executing marketing plan and strategy for the foods supplements division and in managing business development activities.
- In four months, negotiated and contracted with 12 agents to distribute the product in nine provinces and cities throughout Vietnam. Secured retail network covering six provinces. Achieved all goals set forth for the business according to plan.
- Formulated plan for product line extension. Successfully prepared for the launch of new products.

December 2006 – September 2007

Hanoi, Vietnam

Brooks Construction Company, Inc.

Marketing Internship

- Created first marketing plan for the company. Assisted management in conducting and interpreting market research data.
- Determined company image and strengths/weaknesses with current customers, assessed opportunities, analyzed market expansion possibilities, provided recommendations which were approved by company's management.

Indiana, the USA
Summer 2005

Indochina Research Ltd.

Project Executive

Hanoi, Vietnam
1999 - 2001

- Managed company's longitudinal market research project. Responsible for planning, coordinating and supervising project implementation.
- Managed several projects simultaneously. Assumed tasks encompassing fieldwork, personnel, operation, administration, budget management.
- Handled data analysis, reported on market research findings and provided consulting service regarding all aspects of marketing to clients. Managed client relation.
- Assisted management in putting together project proposals.
- Cited at Company Management Board's meeting for achievements and initiatives.
- Negotiated and established data provision contracts with 24 supermarkets, resulting in highest number of established contracts companywide, incentive cost saving and higher collaboration level.

Fieldwork Supervisor

March 1999 – December 1999

- Maintained staff performance records, recruited collaboration staffs, conducted quality control and prepared project progress reports.
- Assisted/Administered the briefing and training of collaboration staffs in addition to handling data census and collection.

ACTIVITIES

- Volunteered for "10,000 villages" project geared to helping third-world countries' artisans, University of Notre Dame, November 2005
- Volunteered for the Protocol Subcommittee, World Summit of French-speaking states, Hanoi, November 1997