

# TA CHIEU THANH (Mr.)

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Ambitious and business-savvy **MBA holder** who possesses excellent interpersonal and communication skills with strong will to take up challenges. **Passionate in initiatives, business development, sales, and client dealing work.** Proven ability to well-manage multi tasks with well-developed analytical skills, critical thinking, and leadership qualities to support businesses. Always being able to understand the wider picture, offer pro-active approaches, and is recognized as results/success driven and effective team player. **Areas of expertise include:**

- Sales/ Business Development
  - Client services
  - Foreign Trade
  - Communications
  - Research
  - Data Analysis
  - Relationship Management
  - Critical reasoning
  - Macro-Economic
  - Project Management
  - Banking Products
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## PROFESSIONAL EXPERIENCE

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### TRICOR SERVICES VIETNAM

Jun 16 – Present

*Consultant/ Business Development – Corporate services and Communications*

Engaged in a diversified function to provide corporate services for both internal and external clients. Under directorship, performed first-stage communications and liaison with partners to identify leads, convert leads to sales, and coordinate with related technical departments.

#### Key contributions include

- **Promotion of new service: Vietnam desk**
  - Initiated new services for Vietnamese clients who have demand of financial restructuring by setting up profit hub in Singapore or Hong Kong
  - Successfully engaged 3/5 clients first year target, in first 2 months
  - Further improved regional collaboration, explored potential business opportunities with Singaporean investors
- **Business guide paper**
  - Developed “Business guide” to support the project of VCCI and IPSOS, which helps enhancing corporate relationships, branding, and bringing potential businesses
  - Further progressed with official publication “Manufacturing in Vietnam” booklet, for marketing and branding purpose
- **Enhancing Audit’s business**
  - Reviewed and provided recommendation on audit services client engagement with relevant marketing materials and working paper
  - Provided QC on audit reports and management letters issued by audit partners

### INNOSEA VIETNAM/ INNOSEA INTERNATIONAL

Nov 15 – Present

*Researcher/ Co-founder*

INNOSEA is a project to establish a firm in consultation – training – coaching field. Focusing on innovation and exponential growth, the model is designed to help clients generate and develop business ideas, while solving the problems of priority and resource allocation. Innovation in commercialization/ sales/ marketing is considered very important in business development.

**Key contribution include:** Framework and proposal for Value creation – Value delivery – Value Capture; Researched on potential clients for the program

## ANZ VIETNAM

Oct 13 – Oct 14

*Cards and Lending Operations Officer*

Multi-tasked 80% capacity under Lending Operations while devoted the other 20% for Cards Operations and extra efforts relentlessly managing Project 3E execution.

### Key contributions include:

- **Follow up SPA Project:**
  - Managed portfolio of customers who had Mortgage Loans under Sales Purchase Agreement (SPA) in order to minimize the risk of fraudulent
  - Liaised with real estate project developers and dealt with customers to push up Mortgage agreement procedure
- **Project 3E:** – a core CSR project of Vietnam team which was then extended to become a key focus regionally
  - Successfully raised ~AUD200,000 donations to build 4 schools in Hau Giang province
  - Completed first year consolidation, reconciliation, and preparation for audit purpose
  - Initiated action plan and enhanced momentum for second year

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## ACHIEVEMENTS

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### MBA TALENT SCHOLARSHIP

Aug 14

Successfully earned 100% scholarship (USD15,000 worth) for MBA course with Western Sydney University at ISB-UH in partner with 5 sponsoring companies including Standard Chartered Bank.

### ANZ STAR Award – Q2

Jul 14

### ANZ Dragon Award

Jun 14

### ANZ STAR Award

May 14

Special thanks and recognitions from COO of ANZ for innovation, exceptional performance and exemplary actions of Operations staff. Be recognized for outstanding contribution for Project 3E.

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## EDUCATION AND SKILLS

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**Master of Business Administration (MBA)** (2016)

WESTERN SYDNEY UNIVERSITY

**Bachelor of Economics (BE) in International Economic Relations** (2014) - *Excellent*

UNIVERSITY OF ECONOMICS AND LAW, VIETNAM NATIONAL UNIVERSITY

**E-Customs Practices Certificate** (2014)

UNIVERSITY OF FINANCE - MARKETING

### SKILLS:

**Vietnamese:** Native | **English:** Proficiency | **Japanese:** Elementary  
Microsoft Office (Word, Excel, PowerPoint, Outlook) | Microsoft Visio | SPSS | Microsoft Project