

Mai Ngoc Nguyen

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INTRODUCTION

Outbound Sales Representative with a year working in the SaaS domain. Experienced in scalable growth statics, hyper-personalization at scale, omnichannel cold outbound and passionate to help companies grow the market share. Actively looking for a part-time remote position in business development.

EDUCATION

Augustana College, IL, United States 2020
Bachelor of Arts in Accounting & Business with a concentration in Finance
Cumulative GPA: 3.844/4.0 Accounting GPA: 3.973/4.0 Finance GPA: 3.970/4.0
Awards: Dean Scholarship, Dean List (8/8 terms),
Anderson Foundation Scholarship, Thomas C. Montgomery Memorial Scholarship

MAJOR WORK EXPERIENCE

Business Development Representative May 2020 - Present
Katalon LLC

- Identify, qualify and curate strong prospects for outbound campaigns.
- Generate sales contacts, build prospecting processes and manage referral pipelines.
- Develop relationships with clients by consulting on their business applications and roadmaps.
- Exceed sales goals by more than 15% and built a sales process as the first outbound representative being hired at the company.

Transfer Pricing Consultant August 2020 - Nov 2020
EY Vietnam

- Analyze clients' financial situation, business cycle and perform financial adjustment if needed.
- Perform market study and industry research for comparable identification.
- Participate in client interviews, discussions to identify and assess clients' transfer pricing issues.
- Serve a diverse client portfolio spanning across various industries comprising multinational companies and Vietnamese conglomerates.

SKILLS

- Language: native Vietnamese, fluent English, and elementary Japanese.
- Software platforms: CRM (Salesforce, Hubspot); Lead Generation (Phanombusterm); Prospecting (Lemlist, Gmass, SalesLoft); LinkedIn/Sales Navigator.
- Knowledge in SaaS, automation testing field.