

# Mai Ngoc Nguyen

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## INTRODUCTION

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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

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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

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**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

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- 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.