

# CURRICULUM VITAE

## Phung Van Hung

### PROFILE

- MBA professional with 12 years' experience
- Key attributes:
  - Adapting quickly to a new role, new environment.
  - Ability to communicate effectively at all levels
  - Ability to work under high pressure in lines with timeframes
  - Ability to work independently as well as part of a team, in local or foreign environment
- Telephone number: 078 850 0000
- Date of birth: 26/06/1986
- Email: vanhungphung@gmail.com



### EDUCATION

- **2013: MBA – University of Applied Sciences Northwestern Switzerland**
- **Sep/2006 – Dec/2008: Bachelor - TU Munich - Germany.**

Scholarship for outstanding student Munich University of Technology

Graduated from University of Munich in just 2 years (typically 3.5 years)

- **Sep/2001 – May/2004: High school - Hanoi Amsterdam,**

Awarded 2nd prize of National Excellent Students at high school in 2003-2004.

### ACHIEVEMENTS

- Master of Business Administration (MBA)
- COO - Head of Operation - Project Manager
- Scholarship for Excellent Student at Munich University every semester.
- Graduated at Munich University for only 2 years (average 3,5 years)
- 2nd prize in Programming of 12th grade in the National Contest for High School Excellent pupils of the school year 2003-2004.

## WORKING EXPERIENCES

2018-now	<p><b>Lime Credit Group - Fintech - Online Lending</b></p> <p><b>Country Manager</b></p> <p>Measures effectiveness and efficiency of operational processes both internally and externally and finds ways to improve processes</p> <p>Develops and implements growth strategies</p> <p>Provides mentoring to all employees, including management</p> <p>Motivates staff to meet or surpass organisational and sales goals</p> <p>Oversees daily operations and makes adjustments as necessary</p> <p>Presents new ideas and cash flow strategies to board of directors and other company officers</p> <p>Prepare all the business process and manage the for related project</p>
2017	<p><b>ATMOnline - Fintech - atmonline.vn</b></p> <p><b>Chief Operating Officer</b></p> <p>Establish effective partnerships and contractual relations with counterparties</p> <p>Measures effectiveness and efficiency of operational processes both internally and externally and finds ways to improve processes</p> <p>Develops and implements growth strategies</p> <p>Provides mentoring to all employees, including management</p> <p>Motivates staff to meet or surpass organisational and sales goals</p> <p>Oversees daily operations and makes adjustments as necessary</p> <p>Presents new ideas and cash flow strategies to board of directors and other company officers</p> <p>Prepare all the business process and manage the for related project</p> <p>★ Lending system - Inhouse</p> <p>★ Call Center System from Opensource</p>
2015-2016	<p><b>FECredit - Consumer Finance - Market leader</b></p> <p><b>Head of Digital Sales - 400 Staffs - Sales Division</b></p> <p>Coordinate with the supervisors, team leaders to manage daily operations of the team.</p> <p>Prepare and implement sales plan, fulfil sales target</p> <p>Collect, analyze and report information about product, service, program, sales policy of competitors</p> <p>Recommend ideas of products, program/sales policy Develop, propose and implement internal emulation programs</p>
2010-2014	<p><b>Nam A Bank</b></p> <p><b>Head of Card Center - Implementation Project Way 4 - Openway - Credit Card System</b></p> <p>Develop and implement all Credit Card projects across the company on time</p> <p>Analyze the sales growth to raise potential room for development</p> <p>Run cross-sell campaigns on different segments of customers by using different communication channels to maximize the take-up rate</p> <p>Monitor campaigns for cross-selling, usage, retention, ... analyze the results</p> <p>Drive direct credit cards product sales, usage, retention, ... to meet approved goals</p> <p>Continuously work on improvement of existing CRM as well as new Credit Card System</p>