

## TRAINER PROFILE

## TA THI PHUOC THANH

### PERSONAL DETAILS



Gender: Female  
Nationality: Vietnamese  
Languages: Vietnamese, English

### EDUCATION

- MBA Degree: Capitol College, USA – Major: Business Administration.
- Bachelor Degree: University of Social Science and Humanities, HCMC - Major: Foreign Economic Relation.
- **Other Certificates:**
  - PMP \_ Professional Management Program in Malaysia
  - Laughing Yoga training professional courses in India
  - 360 degree leadership and the elite leadership of John c. Maxwell
  - Sales skills courses of Blair Singer in Singapore
  - The Millionaire Mindset in ThaiLan
  - NLP of Mr Vas in Singapore
  - The application of psychology in the business staff (Center of Human Capital Solutions BCC).
  - Director of Staff (Center of Human Capital Solutions BCC).
  - Skills of training staff \_ ToT (Center of Human Capital Solutions BCC).
  - Management skills and business (Entrepreneur's Co., Ltd)
  - Customers Relationship Skills (Institute of Leadership and Management PACE)
  - Management and Collection Debts Skills (Institute of Leadership and Management PACE)
  - Leading Bold Change (MTC)
  - Certificate of Skills: Project and Timing Management, Leadership Management, Inventory Management, Research, Attraction and Selection Skills of Human Resources, Personal Assessment, Communication Skills, Motivation Skills, Leadership of Team.

## EMPLOYMENT HISTORY

- Professional Trainer of VAPT
- Specialist in charge of the Administrative Office, Cosmetic Company Nhu Ngoc.
- In charge of service parts POUYUEN Vietnam Enterprise Corporation.
- Expert management team of Call Center company MTC
- Charge of Administrative Officer Staff , Biti's company.
- HR companies Vietad
- The President Sewing company AD
- Deputy CEO of Vietlink Education Center.
- Training Manager of Training and Human Resources Consulting J.S.C.
- Director of training Development Corporation: consulting and training of manpower.
- Deputy General Director: International resources corporation.

## TRAINING EXPERIENCE

- ***Major of Human Behavior Management:***
  - Enterprise restructuring
  - Building management system goal
  - Build a balanced scorecard BSC & systems reviews KPI
  - Build the system rules \_ rules \_ process \_ J&D
  - Leadership and Management Skill
  - Situational leadership
  - People management skills
  - Middle Management, ...
- ***Major of Human Resources Management:***
  - Planning of HR
  - HR Policies
  - Policies of Training
  - Recruitment and interview skill
  - Building job description skill
  - Salary and benefit, ...
- ***Major of Sales:***
  - Selling Techniques on different levels
  - Selling Techniques in store

- Telesales
- Sales Techniques
- Customer service skills (basic to advanced level)
- Negotiation and persuasive skills
- Supervisory skills for professional selling
- Debt collection skills
- Customer Relationship Management
- Business planning course and implement sales
- Persuasive presentation skills course sales, ...

• ***Major of Softskill:***

- Leadership and management
- Plan and organize work Skills
- Timing management skill
- Presentation skill
- Leadership skill in teamwork
- Team Building
- Train the Trainer
- Problems solving and decisions making skill
- Coaching
- Performance evaluation skill of employees working
- Skills assessment work efficiency of employees
- Positive thinking Skill
- Motivation skill
- Communication skill
- Conflicts solving skill
- Life management Skill
- Project management skills, ...

• ***The Specialized production:***

- Professional Warehouse Management
- 5S
- The production soft skills, ...

❖ **From 1996 to Present Joinning in Counseling and Direct Instruction at Company:**

- ***Bank - Securities:*** The banking Academy, Techcombank, Sacombank, Viettin Bank, TMCP Bank, Sai Gon - Ha Noi SHB, BIDV Bank, Orient Securities Company, HDBank, Agribank, Tien Phong Bank, AMC

Techcombank, Vietnam Russian Bank, Vietcombank securities Bank, AB Bank,...

- **Telecommunications:** Mobifone, Mobifone\_Plus, Vinafone, Viettel, VNPT Corp, VNPT An Giang, VNPT Vũng Tàu, VNPT Long An, Post Office City, Post Office Of Bình Dương Province, Long An Post office, Vietnam electricity (EVN), VDC, ...
- **Airlines:** SACCO, VAECO Flying Engineering Company, VietJetAir, TCS, ...
- **Gold and Silver** SJC, PNJ, ...
- **Computer, Electronics, Household Appliances:** FPT Groups (FPT \_ Software, FPT \_ Online, FPT \_ FTI, FPT \_ Ftel, FPT \_ BPO, FPT \_ ESoft...), TMA Company, VinaSamSung Company, Midea Company, Sonion Company, Index Coban Company, Nahi Company, Sony, ...
- **Automobile:** Truong Hai, HuynDai, ...
- **Gasoline:** Petrovietnam Company, Petrolimex Company, Oil Company, PVC \_ Metal, Company, CP Ca Mau Gas Corporation, Vinashin (South), VAEPRO, ...
- **Food and Beverage:** Nutifood Company, Pataya Company, Vifon Company, Kido Company, Pham Nguyen Company, Dong Nai Food Technical Head Office , DacMan Coffee Company, Vina Control \_ South and North, Dai Hung Phat Company, ...
- **Pharmaceuticals:** Traphaco Company, Imexpharm Pharmaceutical Company, Đô Thành Pharmaceutical Company, Bình Định Pharmaceutical Company, Sanofi.
- **Fishery:** Trung Son Company, Kien Giang Fisheries Company, Hải Vương Company, Hai Long Company, ...
- **Beverages:** PepsiCo Company, Hadubeer (Hue) Company, Qui Nhon Mineral water Company, Sai Gon Beer Company \_ Dac Lac, Sabeco Company, ...
- **Printing:** Tran Phu Priting Company, Vien Dong Priting Company, Ngai Mee Priting and Packaging Company, ...
- **Travel:** Ben Thanh Tourist.
- **Fertilizer:** Nam Sao Fertilizer Company, Dam Phu My Fertilizer Company.
- **Plastic:** Duy Tan Plastic Company, Do Thanh Plastic Company, ...
- **Clothing \_ Footwear:** Arison Denny Company, Biti's Shoes, Shyang Hung Sheng Company, Pouchen Footwear Company, ...
- **Ceramic \_ Decorative Stores:** My Y Ceramic Tiles, Hoang Gia Ceramic, Vinh Cuu Company, The Company Marble, Bach Thanh Ceramics, ...
- **Steel:** VNSteel, Phu My Steel, Posco Steel Company, ...
- **And a number of other Companies:** Dau Tieng Rubber Company, Bien Hoa Concrete Company, Fahasa Bookstore, Ben Thanh Corporation.

❖ **Consultancy sectors:**



The subject field of counseling personnel, organizational restructuring, warehouse areas such as construction of the system description, performance evaluation system (KPI, BSC), Building Policy System treatment, the dictionary build core competencies for CB - employees, build a system and process of recruitment, training, ....

## MỘT SỐ HÌNH ẢNH KHÓA HỌC

