

## TRAINER PROFILE

## TRAN DUC TUAN

### PERSONAL DETAILS



Gender: Male  
Date of birth: 17th April 1972  
Place of birth: Ho Chi Minh City  
Nationality: Vietnamese  
Languages: Vietnamese  
English

### ACADEMIC RECORD

2009	PEP Facilitator of Personal Efficiency Program (USA)
2008	Building Leadership Team for Outstanding Results - John C. Maxwell
2007	Hospitality and Tourism Management Essentials (Thai Assumption University) Certificate of Teamwork (conducted by Prof. Dr. Peter Katcoff - AITMA - The American Information Technology and Management Association)
2006	MBIS (Master of Business and Information System) Solvay Business School - Belgium Motivational Speaker (d'Oz - Singaporean Ltd.Co) Train the Trainer (BCC Human Resources Consulting and Services, Business Edge - MPDF)
2004	Certificate of Trainer Certification Program (Prudential)
2000	Certificate in Awareness Before Change
1999	B.A- Ho Chi Minh City University of Foreign Languages Information Technology (HUFLIT) - Foreign Languages Department
1995	B.S- Economics University, Foreign Trade Department

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## PROFESSIONAL RECORD

At present	Professional Trainer - VAPT
2009	Lecturer of Finance and Marketing University, Griggs University (MBA), Kent College International, Financial Management Information Institute (FMIT) Trainer of Hoa Lac Training Center Sales Force Project Manager for Webspro Company (USA)
2008	Lecturer of HCMC Open University, Dalat University, North Central University; Trainer of ITD Speaker of An Binh Hospital, Power Up Inward
2007	InnMa Training Manager; Trainer of VietnamMarcom Marketing and Communication Training Center, Hon Viet Psychology Training Center, Royal, Clerverlearn, Power Up
2005	Co-Founder of Inspire Up Training Ltd,Co Trainer of Apollo, Success and Happiness Training Center(SHTC), Giao Consulting Manufacturing-Trading Co.,Ltd, Business Edge, Navigos, Le & Associates HR Training and Consulting, BCC Human Resources Consulting and Services, VSIC Education Corporation (Singaporean), InfoWorld Foreign Language And Information Technology School, Vietnamese American Training College (VATC) Speaker of Economics University, Technology University, Natural University, Transportation University, EL English Center
2000-present	Lecturer of HUFLIT (Ho Chi Minh City University of Foreign Languages Information Technology) in Foreign Languages, International Business Administration, Tourism and Hospitality Management Department, International Relations
1999 - 2006	Agent and Unit Manager of Prudential Vietnam Agent of Manulife Life Insurance Ltd, Co.
1998	Youth Advertising Company - Account Executive

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## LECTURING EXPERIENCES (ENGLISH AND VIETNAMESE)

English (General and Business)	Selling and Sales Management	Business Communication	Introduction to Management
Marketing Management	Public Speaking	Organizational Behavior	Accounting

Business Finance	Business Organization	Marketing and Market Research	Promotional Management
Small Business Management	International Business	Leadership	Consumer Behavior

## TRAINING EXPERIENCES (ENGLISH AND VIETNAMESE)

Interviewing and Recruitment	Effective Selling Skills	Building Relationship Skills	Advanced Sales Management
Tele - Marketing	Martial Art	Tele Customer Care	Motivational & Leadership Skills
Stress Management	Human Resource Management	Effective Presentation Skills	Conflict Management
Effective Meeting	Negotiation skills	Effective Time Management	Telephoning Skills
Sales Coaching	Team building	Supervisory Skills	Agency Recruiting skills
Planning My Future	Entrepreneurial Skills	Innovation Problem Solving and Decisions Making	Customer Service Management
Train The Trainer	Change Management	Result Orientation	Personal Efficiency Program(PEP)

## TRAINED COMPANIES

Saigon Tourist	Prudential Life	Mekong Auto	Phuong Nam Southern Bank
Petro Oil and Gas	British American Tobacco	Danh Thanh Vikoda	Sanest Khanh Hoa
V-Braun Pharmaceuticals	LG-Vina	Perfetti Van Melle	Viettel
Petrosetco	Dai Dong Tien (sales forces, staff, supervisory)	Vietnamese American Training College(VATC)	SPT
Vilube Motul	Thai Binh Shoes (TBS)	BWACO	EVN

Hicreate Viet Son	SCTV (Staff, Sup, Managers)	Map Pacific (Singaporean Pesticide Company)	Tan Tien Plastic
Vinaphone	Nam khoa (Staff, Sales forces, Sup)	Mobiphone	Cleverlearn English Center
Vung Tau Planning and Investment Services	Ca Mau Service of Industry	Binh Duong Industrial Services	Xuan Hoa Furniture Company
Vmax Cartridge Company	Vietnam Consulting Group(VCG)	Tan Quang Minh Bidrico Softdrink	Gfk Market Research Company
MSV Market Research Company	SaiGon Postel Telecommunication	SMC Steel Company	TMA Solutions
Omya Ltd.Co	Holcim Vietnam	Sai Gon Coop Mart	Family Health International (FHI)
CIC 8	Hicrete Vietson	CBRE	PV GasD
PV Gas Vung Tau	Petrovietnam (Lọc dầu Dung Quất)	PVC-MS	PTSC Vung Tau
Inexpham	Sunjin Vina	V-Braud	GlaxoSmithKline
Toyota	Piaggio	Dệt Phong Phú	Tan Tien Company
Vietnamese American Training College	Kent International College	Tan Vinh Cuu Company (Tavico)	CS Wind
Ca Mau Investment and Planning	Binh Duong Industry Department	An Binh Hospital	Binh Duong Traditional Medicine
CCL Label (Canadian)	Khatoco	BMS	Vedan