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## TRAINER PROFILE

# TRAN QUANG TUAN HUY

#### PERSONAL DETAILS



Gender: Male Nationality: Vietnamese

### **EDUCATION**

- Bachelor of English University of Foreign Languages Studies.
- Training Certificates of Prudential & AIG group:
  - Awareness Before Change Course
  - Synergistic Team Working Program
  - Effective Leadership Program
  - Professional Pattern Management (PPM) of Garry Kinder
  - Prudential Management Skills 1, 2, 3
  - Selection & Interviewing Skills
  - Strategically Human Resource Management and Training System by **BSC** Tool
  - Talent Management etc...

## **EXPERIENCES**

ALTRAIN Mr. Huy has been deeply experienced in insurance & banking industry for over ten years. He has kept senior management & training positions in multi-national Insurance Corporation and Vietnamese Banks as follows:

- Professional Trainer VAPT
- Regional Development Manager Prudential Vietnam: Managing 1 Sales group with 5 Regional Development Officers & 3 Trainers belonging Staff Channel; and nearly 150 Agency Branch Managers / Agency Unit Managers (BMs/UMs) and nearly 3000 agents belonging Agency Channel.
- Head of Training AIG Non-life Insurance Group.
- Deputy Director of Training cum Recruitment Manager Techcombank.
- Training Director of the South VP Bank.
- HR Director FinStar (Financial) Group.
- HR Director Vietcapital Bank.

## SPECIALIZED TRAINING

Mr. Huy have designed & conducted soft-skill training programs including:

- **Inter-Personal Skills:** 
  - Presentation Skills
  - Communication Skills
  - Negotiation Skills
  - Teamwork

VAPT*Trang 1/3* 

- > Time Management
- Problem Solving & Making decision

### • Sales & Service Skills:

- ➤ Consulting Selling Skills
- ➤ Effective Customer Service
- ➤ Complaint Solving Skills

## • Management Skills & Leadership:

- ➤ Basic management Skills
- Leadership
- Planning
- Supervision
- Motivation
- > Interviewing Skills
- > Effective meeting organizing Skills
- > Influencing Skills

### • Other Soft – Skills:

- > Train The Trainer
- Social Style
- > HR Development & Training Skills for HR & Training Director
- ➤ Building KPIs & Performance Management System
- > Talent Management
- > . . .

# TRAINED COMPANIES

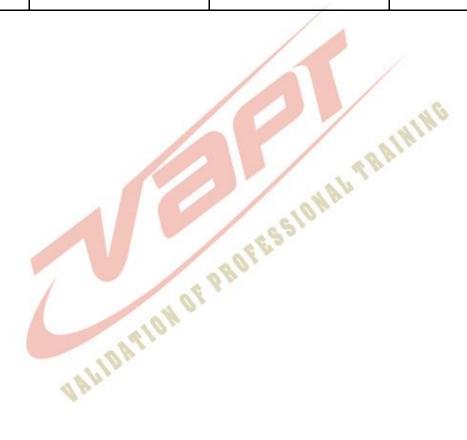
| Coca Cola                    | SAMSUNG Việt Nam                  | Posco Vietnam                  | Sparton         |
|------------------------------|-----------------------------------|--------------------------------|-----------------|
| Petrol Vietnam               | OCB                               | Pou - Yuen Vietnam             | Vianco          |
| Tran Phu Printing Co.;       | Tan Son Nhat Cargo<br>Service JSC | British American Tobacco (BAT) | VSIP            |
| Louis Dreyfus<br>Commodities | Perfetti van melle<br>Vietnam     | Bel Vietnam                    | Wanek Furniture |
| O-IBJC Vietnam               | Barea Serece                      | Hanes Brands INC               | Heineken        |
| Bosch                        | SCG                               | Panasonic                      | Obayashi        |

VAPT Trang 2/3

| Canon                       | JGC Vietnam                          | Terumo          | Vinata                         |
|-----------------------------|--------------------------------------|-----------------|--------------------------------|
| Plus                        | Nidec Sankyo                         | Brother         | Kyocera                        |
| Asti                        | Toda                                 | Onward          | Shyang Hung Cheng              |
| Calofic Cai Lan             | Lạc Tỷ                               | Fuluh           | Chi Hung Vietnam               |
| Jia Hsin                    | Cibao                                | Exim Bank       | Techcombank                    |
| VP Bank                     | OCB Bank                             | Viet A Bank     | Sacombank                      |
| CB Bank                     | Vietcombank                          | Maritime Bank   | Military Bank                  |
| PVcomBank                   | VIB Bank                             | SCB             | SEABank                        |
| FE Credit                   | Viet Credit                          | Bao Minh CMG    | Grouppama                      |
| ACE Life                    | Cathay Life                          | BIC             | Di-central                     |
| NetN@m                      | FPT Software                         | Datalogic       | Vinatrans                      |
| Vinalink Logistics          | Vinataba                             | E-Sport Vietnam | Dongtam Group                  |
| Betong 6                    | Masan Group                          | Thibidi         | Thien Long Co.;                |
| Fahasa                      | Vietnam Airline<br>Engineering Co.;  | Traveloka       | Transcosmos VN                 |
| Thái Tân                    | VinGroup                             | NutriFood       | Saigon New Port<br>Corporation |
| Long Hau Industrial<br>Park | Hiep Phuoc Industrial<br>Park (HIPC) | Trung Nam Group | BMT Group                      |
| Dat Xanh Group              | Sonadezi Long Thanh                  | AMATA Bien Hoa  | Codupha Pharmaceutical Co.;    |

VAPT Trang 3/3

| Imex Pharm                   | Nafarma                                   | Petrovietnam Technical<br>Services Corporation<br>(PTSC) | PetroVietnam Fertilizer<br>and Chemicals Company<br>(PVFCCo.) |
|------------------------------|---|--|---|
| Phu My Fertilizer Co.;       | HCM States University                     | University of Natural Science                            | Ton Duc Thang<br>University                                   |
| Saigon Tiep Thi<br>Newspaper | Petrovietnam Manpower<br>Training College | AIT-VN   | ITD Vietnam   |
| TUV Rheinland Vietnam        | BSI Vietnam                               | Bureau Veritas Vietnam                                   | Inconic   |
| BTCI                         | ВСС                                       | MiMax  | SAM Management  |



VAPT Trang 4/3