



# PHAM HONG, AN

♎ Libra, 2002

*Extroverted, open-minded, and willing to accept different cultures. I want to become a great businesswoman, who promotes economic cooperation at the regional and international level.*

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📍 District 12, Ho Chi Minh City



My facebook

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## 🎓 EDUCATION

### University of Economics Ho Chi Minh City (UEH)

Ho Chi Minh City • October 2020 - December 2023

International Business, GPA: 8,19/10

My education helps me to:

- Gain an international perspective and develop key management skills.
- Solve commercial challenges and build my business knowledge.

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## 🏢 PROFESSIONAL EXPERIENCE

### Sales Specialist @ DYM Medical Center

Ho Chi Minh City • February 2024 - April 2024

- Answer customer questions via the hotline number.
- Contact the customer, answer information about service packages
- Negotiate with customers, consult medical package terms
- Combination with the medical dept to arrange a booking schedule

### Intern @ Viet Uc Imex Co

Ho Chi Minh City • August 2023 - December 2023

- Charge of all activities related to import and export.
- Charge of customs declaration and handling of customs inquiries.
- Control import-export lead time.

## **Business Development Trainee @ Buzzmetrics (A member of YouNet Group)**

Ho Chi Minh City • June 2023 - August 2023

- Clear personal sales plan to reach target annually.
- Frequently record and report sales performance following the company's tracking system.
- Ensure ethics/ code of conduct in selling services.
- Ensure the client fully understands the pros and cons of products.
- Support Business Unit Leader continuously relook at client feedback and market needs for product and service innovation and optimization suggestions.

## **Teaching Assistant @ VUS**

Ho Chi Minh City • September 2021 - April 2023

This work gave me the chances to:

- work in a dynamic and professional ELT environment.
- communicate with experienced native English-speaking teachers.

## **Booth Promoter @ Launch JDI . Enterprise's Ready for Next 2022 exhibition**

UEH University, Ho Chi Minh City • December 2022

- Taking care of all the booths and ensuring that everything runs smoothly.
- Drive traffic to the booth.
- Cover the promoters when they are away for lunch or toilet break.

## **Intern @ L & FS Global Trading**

Ho Chi Minh City • April 2021 - April 2022

- Charge of all activities related to import and export.
- Charge of customs declaration and handling of customs inquiries.
- Control import-export lead time.

## **Admissions Consultant Collaborator @ Student Care and Support Department (DSA)**

Ho Chi Minh City • March 2021 - December 2021

- Responsible for online admission consulting via Facebook and Zalo media channels.
- Direct consultation at high schools and festivals.
- Monitor and promptly answer questions for parents, candidates, and learners.
- Participate in supporting admission work.

## **Sales - Waiter - Cashier - Bartender @ Happy Life Milk Tea**

October 2020 - February 2021

- Stand at the cashier counter.
  - Prepare drinks.
  - Serve customers.
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## VOLUNTEER & COMMUNITY ENGAGEMENT

### **Sale Leader @ SIC Mart Project**

Ha Noi • March 2024 - Present

- Responsible for handling and arranging orders.
- Search for customer sources.
- Contribute to sales and marketing efforts.

### **The Founder @ Power of Soul Project**

Ho Chi Minh City - Viet Nam • March 2019 - Present

- Our organization is the bridge between individuals with benevolent hearts and those who are still facing many difficulties. We organize activities to raise donations for good used clothes or anything that people in need can use.
- People who want to donate can contact us through the Power of Soul Project's page and group on Facebook. Our members will help to transport donated items to orphanages, homeless shelters,... in Ho Chi Minh City.

+ Achievements:

- Organized donation activities to help several orphanages and homeless shelters,...since the organization was established.
- The organization continues to organize donations and visit orphanages, homeless shelters,... regularly.

### **Organization Committee @ Exchange Program 2019**

Ho Chi Minh City • June 2019

All the students in my high school had an exchange with hundreds of Japanese students in the yard of my high school in 1 day. As a member of the Organizing Committee, I had to plan to make Vietnamese folk game booths, helping Japanese students learn about Vietnamese culture.

### **Member in Exchange Student Group @ Exchange Program 2018**

Ho Chi Minh City • October 2018

Each person in the group took care of one of the Japanese students. We exchanged and took Japanese friends to visit the War Museum, factories, and commercial centers in Ho Chi Minh City, and explained the cultural characteristics of each country.

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## HONOR & AWARDS

- IELTS 6.5
- Prize A of the UEH Young Researcher Competition in 2024 for the group research: "STUDY OF THE FACTORS AFFECTING THE DECISION TO USE DIGITAL BANKING SERVICES OF STUDENTS AT UNIVERSITY OF ECONOMICS IN HO CHI MINH CITY"

- Prize A of the UEH Young Researcher Competition in 2024 for the group research: "FACTORS AFFECTING SELF-SERVICE TECHNOLOGY INTENTION OF INTERNET BANKING SERVICE"
  - Prize B of the UEH Young Researcher Competition in 2024 for the group research: "EVALUATING THE INFLUENCE OF HEDONIC AND UTILITARIAN VALUE ON SHOPPER'S BEHAVIORAL INTENTIONS IN URBAN SHOPPING MALLS"
  - Prize C of the UEH Young Researcher Competition in 2024 for the group research: "IMPLEMENTATION OF CHATGPT FOR UNIVERSITY STUDENTS STUDYING FINANCIAL MODULES"
  - First Prize of Journal of Students' Scientific Inquiries of Development No. 02/2023 for the individual Research: "IMMERSIVE EXPERIENCE, CUSTOMER SATISFACTION AND CUSTOMER ATTITUDE TOWARDS METAVERSE IN RETAIL INDUSTRY: DEPARTMENT STORES"
  - UEH Excellent Assignment Awards 2023 for the individual research: "PURCHASE INTENTION OF UNIVERSITY STUDENTS THROUGH THE IMPACT OF KOC, THE BEAUTY INDUSTRY IN HO CHI MINH CITY"
  - Prize B of the UEH Young Researcher Competition in 2023 for the group research: "FACTORS AFFECTING VIETNAMESE PEOPLE'S CHOICE OF WATCHING PIRATED OR COPYRIGHTED MOVIES AND THE POSITIVE EFFECTS OF NETFLIX ON THE VIETNAMESE MARKET"
  - Prize C of the UEH Young Researcher Competition in 2023 for the individual research: "IMMERSIVE EXPERIENCE, CUSTOMER SATISFACTION AND CUSTOMER ATTITUDE TOWARDS METAVERSE IN RETAIL INDUSTRY: DEPARTMENT STORES"
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