

# DUY NGUYEN



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## ABOUT ME

Business Developer with hands-on experience across SaaS and export manufacturing, spanning outbound sales, CRM implementation, and end-to-end product development. Proven track record in lead generation, cold outreach, BANT qualification, and executive-level stakeholder engagement, alongside operational support to C-suite leadership. Resourceful and disciplined, with a strong sense of urgency and adaptability in fast-paced environments. Competitive kickboxing practitioner, bringing resilience, focus, and an execution-driven mindset to every role.

## SKILLS

Apollo.io/Pipedrive  
Cold Calling/Email Outreach  
Team work/Coachable  
AI/LLM Proficiency  
Quantitative/Qualitative Analysis  
Interpersonal Communication/Agile  
Fast learner/Adaptable

## EDUCATION

BSc International Bachelor of  
**Communication and Media** –  
Erasmus University Rotterdam  
(GPA 7.0)  
Focus Areas: Communication & Business and  
New Media Technologies

Minor in **Companies and  
Innovation** – Delft University of  
Technology (TU Delft)  
Focus Areas: Innovation & Strategic  
Management, Finance, Ethics, and Risk &  
Safety Management

## REFERENCES

Aleksandr Ptitsyn  
Chief Operating Officer  
operations@woodconcept-ltd.com  
  
Joel Milligan  
CEO & Technical Founder at Nano API  
nanoapiorg@gmail.com  
  
Dr. Linda van de Burgwal  
Associate Professor at Vrije  
Universiteit in Amsterdam  
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Duc Nguyen  
CEO & Co-Founder at Go Amazing  
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### Wood Concept (Export indoor wooden furniture) | Business Development Executive & Business Operations | August 2025 - Now

[Website](#) | [Youtube](#)

- Generated 400+ leads within the first 5 weeks, targeting furniture retailers and wholesalers; conducted 20–50 cold calls daily, applied BANT qualification to identify needs (15% qualification rate), and supported the closure of a \$18,313 customer order.
- Selected to support the COO/CEO in Business Operations, coordinating executive meetings; developed SOPs for the Merchandising/Product Development department and factory partnerships; implemented Pipedrive CRM for the sales team; co-created an in-house furniture testing guide; and supported the expansion of the exhibition space for the HawaExpo 2026 Export Furniture Fair.
- Assisting end-to-end product development for three Camphor Laurel (Australian timber) bedroom collections; delivered two sample collections for HawaExpo 2026 and one pre-production collection for a container order, managing the full order lifecycle from client deposit to shipment.

### Nano API (Tech start-up) | Techstars' 24 | Sales Development Representative | April 2024 - September 2024

[Website](#)

- Led cold calling & emailing outreach targeting SaaS companies (C-suite executives, VP Engineer/IT manager) in Europe/the US/Southeast Asia, booked qualified meetings with a 10–15% success rate, and drove early MVP validation.
- Collaborated with the CEO to build and refine ICPs, sourced and verified leads, and executed personalized outreach through Aircall & Instantly.ai.
- Represented Nano API at The Next Web conference (Amsterdam) and in Ho Chi Minh City (Vietnam), building rapport and engaging with prospects, partners, and investors to gather data on market needs.

### Demonstrator Lab @ Vrije University of Amsterdam (Academic business incubator) | Internal Communication Management Intern | March 2023 - June 2023

[Website](#)

- Built and managed a Discord server as the primary communication hub for 40+ DLAB startups, optimizing collaboration and information sharing.
- Implemented role-based access and gamification strategies, achieving over 50% active participation.
- Supported DLAB stakeholders by coordinating events, producing high-quality media, and fostering a vibrant post-COVID community.

### The Damm Slap Podcast (Student venture) | Co-Founder | Director & Producer | Sept 2020 - Jan 2022

[YouTube](#) | [Instagram](#)

- Co-founded and led the production of an international podcast series based in Rotterdam.
- By sharing inspiring stories, unique experiences, and diverse perspectives from students and professionals worldwide.
- The project was launched on platforms like Spotify (over 10,000 streams) and YouTube (over 47,000 views), accumulating four seasons and 26 episodes, including two episodes of a dedicated cooking show, and many more.

### Go Amazing (Ed-tech company) | Media and Communication Specialist | Jun 2019 - Aug 2020

[Website](#) | [Go Amazing YouTube](#) | [Amazing English Youtube](#)

- Managed media content production, PR, branding, and digital strategies across B2C and B2B channels.
- Developed and executed the digital marketing content strategy that increased website traffic by 40% and social media engagement by 120%, resulting in a 20% increase in student enrollment for Amazing English.
- Oversaw the creation of the PR campaign, leading to a significant increase in brand awareness within two months of implementation.