



PHAM NGUYEN THANH MAI

Business Development
Executive

CONTACT

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- Cầu Giấy, Hà Nội

SKILLS

COMMUNICATION SKILLS

NEGOTIATION AND PERSUASION
SKILLS

TEAMWORK SKILLS

TIME MANAGEMENT SKILLS

PLANNING AND WORK
MANAGEMENT SKILLS

ABILITY TO WORK UNDER
PRESSURE

CAREER OBJECTIVE

To leverage my experience in IT solutions and business development to drive growth, build strategic partnerships, and contribute measurable value through innovative, high-impact projects.

WORK EXPERIENCE

Business Development

02/2024 - 12/2024

SLI Technology Co., Ltd.

- Identify and approach potential clients to promote IT products and services.
- Create and evaluate lists of potential clients through channels such as phone calls, emails, and events or seminars.
- Develop and implement sales strategies.
- Plan actions and report weekly performance.
- Build and maintain strong relationships with current clients.
- Update information on industry trends, competitor products, and emerging technologies.

Business Development

01/2025 - present

Wgentech

- Identified and researched potential clients across key sales channels.
- Built and maintained strong client relationships.
- Worked with sales/technical teams to develop proposals and solutions.
- Collected customer & competitor insights to support strategy.
- Delivered presentations to prospects and internal stakeholders.
- Qualified and added new leads into the sales pipeline.
- Developed strategic partnerships to support business growth.
- Conducted regular market research to identify new opportunities.
- Prepared weekly sales reports for the management team.
- Strengthened relationships with existing clients to drive upsell and renewals.

EDUCATION

Major: Project management

2020 - 2024

NATIONAL ECONOMICS UNIVERSITY

GPA: 3.73/4.0

CERTIFICATION

- 2023 IELTS 6.0
- 2021 MOS Powerpoint 2016
- 2021 MOS Word 2016
- 2022 MOS Excel 2016