

---

## NGUYỄN ĐĂNG VŨ THIÊN

**Address:** Hiep Binh Phuoc Ward, Thu Duc District, Ho Chi Minh City

**D.O.B:** 30/05/1991

**Phone number:** (+84) 0984 996 881

**Email:** thien.nguyen@cvseas.edu.vn

**LinkedIn:** www.linkedin.com/in/thien-nguyen-dang-vu-ba0b0689



### Career Objective

---

I would like to focus my career on market analysis and business development domain which has triggered my life-long passion: helping business grow in a sustainable way. With equipped expertise from different positions, self-engagement and observation in corporate working environment and especially the skills learned and enhanced over the course of previous years, I would like to contribute my competencies to the development of any business or organization.

### Professional Experience

---

**CJ CGV VIETNAM** (03 years and 01 month in total)

Website: <https://www.cgv.vn>

#### ▪ SALES & COMMUNICATION SENIOR ANALYST – MOVIE DISTRIBUTION DEPARTMENT

March 2019 – July 2020 (01 year 05 months)

Main responsibilities:

***Business analysis and planning:***

- Working closely with distribution director to analyze business issues, to recommend solutions and work with stakeholders (studios, film buyers) to support decision-making processes that maximizes stakeholders' earned values;
- Strategically planning for movie distribution in cinemas nationwide, ranging from market research, movie selection, release calendar to budget rolling forecast;
- Statistic analyzing and reporting with regards to the cinema industry as well as performance of movies; reviewing and writing industry reports for Board of Directors and movie studios.

***Sales:***

- Managing and supervising sales team as well as coordinating with other relevant teams (Marketing & PR, Logistics, Compliance) to successfully release the movies to cinemas;
- Negotiating with exhibitors (cinemas) to reach agreements in terms and conditions before releasing the movies.

***Others:***

- Supporting and consulting functional managers and work groups in the Department and from other departments in business-related issues.

#### ▪ SALES & COMMUNICATION ANALYST – MOVIE DISTRIBUTION DEPARTMENT

July 2017 - March 2019 (01 year 08 months)

Main responsibilities:

***Data analysis & Market Research:***

- Delivering movie performance reports and analysis to movie studios (Disney, Universal, Warner Bros and Paramount) and Head of Department;

- Assisting in market research and industry reports; writing Vietnamese theatrical business reports.

***Business support:***

- Supporting functional managers and directors in business-related issues, ranging from movie selection and evaluation to negotiation with stakeholders.
  - Supporting distribution team in sales tasks and revenue forecasting;
  - Supporting and consulting other work groups in the Department and other departments in business-related issues.
- 

**CJ HUMANSVILLE – CJ VIETNAM**

▪ **TRAINER**

August 2019 – July 2020 (1 year)

Main responsibilities:

***Training:***

- Delivering training sessions for employees from member companies of CJ Group Vietnam (CJ Vina Agri, CJ CGV, CJ Foodville, CJ HK, etc.). Training topics range from Smart Working Skills (main class), Business Communication Skills to Time Management Skills;
  - Supporting other trainers while delivering training sessions;
- 

**CENTER FOR VIETNAMESE AND SOUTHEAST ASIANS STUDIES**

UNIVERSITY OF SOCIAL SCIENCES AND HUMANITIES

VIETNAM NATIONAL UNIVERSITY – HCMC

Website: <http://cvseas.edu.vn>

▪ **PROJECT ASSISTANT**

January 2015 - July 2017 (02 years 07 months)

Main responsibilities:

***Research project coordinator and supporter:***

- Supporting scientific research projects, conferences, workshops for foreign universities or individuals;
- Coordinating with European universities and Vietnamese universities to conduct some projects and research-related sessions for Vietnamese research institutions. Projects include ENHANCE (Strengthening National R&I Capacities), REACT (Strengthening research capacities for Climate Change topics).

***Training and education program assistant:***

- Assisting the major partner of the Center - ALUE company (<https://www.alue.co.jp>), a solution provider for organizational and human resource development in Japan, in conducting Corporate training programs in Vietnam for Japanese employees (ANA Airport Services Co., Ltd, and TEIJIN GROUP);
- Assisting in conducting educational programs for Japanese and Austrian students (WASEDA University, Innsbruck University);

## Education

---

### **The University of Stirling**

Master of Science (M.Sc.), Marketing and Communications Management · (2015 - 2017)

### **University of Social Sciences and Humanities - Vietnam National University – HCM**

Bachelor of Arts (B.A.), American and British Studies · (2009 - 2013)

### **Le Khiet High School, Quang Ngai Province, Vietnam**

High School Diploma, English Language · (2006 - 2009)

## Certifications

---

### **Certificate of Completion – Project Management Foundations**

LinkedIn Learning · Issued Sep 2020

### **Certificate of Completion – Human Resources Foundations**

LinkedIn Learning · Issued Sep 2020

### **Certificate of Achievement - Train The Trainers**

Institute of Finance and Administration (IFA) · Issued Mar 2019

### **Certificate of Accomplishment - 9th Asian Future Leadership Program**

National University of Singapore & Alue Co., Ltd · Issued Sep 2015

## Languages

---

**American English** (advanced), **Vietnamese** (mother tongue), **Japanese** (pre-intermediate)

## Skills

---

- Market research & data analysis;
- Project management;
- Interpersonal skills: teamwork, leadership, cooperation, relationship management
- Communication skills: active listening, cross-cultural communication, negotiation, high responsiveness, etc.;
- Time management;
- Problem solving;
- Public speaking, presentation, training.
- Computer literacy: Proficiency in Microsoft Word, Excel and Powerpoint.

## Hobbies and Interests

---

Reading, Photography, Running, Movie Watching

## Reference

---

Available upon request