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| --- | --- |
|  | Full name: Pham Thi Tam (Ms.)Dob: 07/05/1988Add: 110 A2, Nam Dong, Dong Da Dist, Ha NoiPhone: (84) 945101556/ Email: tampham.0705@gmail.com Marital status: Marrired |

**About**

Experienced Manager of Business Development with a demonstrated history of working in the outsourcing/offshoring industry. Skilled in Negotiation, LTE, Customer Service, Business Development, and Strategic Planning. Strong business development professional with a Bachelor of Economics & International Business focused in International Economics from Foreign Trade University.

## Education

### [Foreign Trade University](https://www.linkedin.com/search/results/index/?keywords=Foreign%20Trade%20University)

[Bachelor of Economics & International Business](https://www.linkedin.com/search/results/index/?keywords=Foreign%20Trade%20University)

[Graduation 2006 – 2010](https://www.linkedin.com/search/results/index/?keywords=Foreign%20Trade%20University)

## Licenses & Certifications

### [IELTS 6.5](https://www.linkedin.com/company/162797/)

[Issuing authorityBritish Council](https://www.linkedin.com/company/162797/)

## Experience

* [Business Development Manager](https://www.linkedin.com/company/3142693/)

[Company Name: Bellsystem24 Hoa Sao,](https://www.linkedin.com/company/3142693/) **[Nov 2015 – Present](https://www.linkedin.com/company/3142693/)**

- Acquire B2B business opportunities in call center BPO/Outsourcing.
- Customize solutions of Customer service/ BPO for Clients (included: Call Center's setting up & operation, telemarketing/ telesales campaign, CC software, CS training course, Dispatching, Mystery shopping, ...)
- Research internal & external economics to make plan to approach potential market & customers for Sales Team.
- Maintain relationships with big clients
- Identify service improvements or new services by remaining current on industry
trends, market activities, and competitors.
- Enhance staff accomplishments and competence - team management.

\*Achievement
- Promote to Manager position after 1 year of working for the proven record of business
development.
- Account Manager of big clients in Banking, Finance, Telco, Broadcast, F&B, FMCG, Tourism, Education, IT industry, Beauty Clinic, Start up ..

### [Sales and Business Development](https://www.linkedin.com/search/results/index/?keywords=OnePAY%20JSC%20Vietnam)

[OnePAY JSC Vietnam,](https://www.linkedin.com/search/results/index/?keywords=OnePAY%20JSC%20Vietnam) **[Oct 2011 – Feb 2015- 3 yrs 5 mos](https://www.linkedin.com/search/results/index/?keywords=OnePAY%20JSC%20Vietnam)**

#### **[Location194 Tran Quang Khai, Hoan Kiem, Ha Noi](https://www.linkedin.com/search/results/index/?keywords=OnePAY%20JSC%20Vietnam)**

OnePAY is a Leading Payment Processing Company in Vietnam since 2006, providing payment gateway, payment processing and merchant services.

A Business Development at OnePay was to provide businesses, utility companies, banks a secure and integrated solution package with outsourcing services for electronic payments over various channels such as: the internet, mobile and traditional self – service networks.

### [Contract Management Staff](https://www.linkedin.com/search/results/index/?keywords=Vietnamobile%20Communications%20Center)

[Vietnamobile Communications Center,](https://www.linkedin.com/search/results/index/?keywords=Vietnamobile%20Communications%20Center) **[Jun 2010 – Apr 2011](https://www.linkedin.com/search/results/index/?keywords=Vietnamobile%20Communications%20Center)**

#### **[Employment Duration11 mos](https://www.linkedin.com/search/results/index/?keywords=Vietnamobile%20Communications%20Center)**

Vietnamobile is a mobile operator in Vietnam, a joint venture of Hutchison Telecom (part of the Hutchison Whampoa Group) and Hanoi Telecom

- In charge of Network purchases, manage and follow up Contracts, Purchase Orders, Change Requests
- Manage payments related to Network up Contracts, Purchase Orders, Change Requests
- Control Network spending within budget
- Preparing reports on budget, spending and other commercial reports
- Coordinate with other departments on commercial issues
- Other duties assigned by Supervisors