



# NGUYEN PHAM

Ile de France, France | +33 76 66 77 771 | [nguyen.pham961309@gmail.com](mailto:nguyen.pham961309@gmail.com) |  
<https://www.linkedin.com/in/khoinguyenpham/> | <https://nguyenphamdpl309.com/>

Results-driven Master's graduate in Management specialized in Information Systems; 2 years of professional experience in data analysis, project management, and strategic business development. Proven expertise in leveraging data through visualization and Agile methodologies, delivering \$800K revenue growth and optimizing performance. Actively seeking opportunities in graduate programs to drive impactful solutions while further developing cross-functional expertise

## EDUCATION

AUG 2022  
-JUN 2024

### IESEG SCHOOL OF MANAGEMENT – PROGRAM GRANDE ÉCOLE

- Master's in management: Information Systems (GPA 15.7 / 20.0, top 10% - selected to the Program of Excellence)
- **Relevant courses:** Strategic Decision, Positive Leadership Development, Business Intelligence & Data Analytics, Systems Design, IS Project Management, Digital Transformation, Python, AI for Business, Enterprise Systems

SEP 2014  
-APR 2019

### WESTERN SYDNEY UNIVERSITY-UNIVERSITY OF ECONOMICS HCMC (CO-JOINT PROGRAM)

- Bachelor of Business Administration – Bachelor of Business & Commerce (Applied Finance)
- Academic Excellence scholarship & Cultural trip in Singapore & Malaysia for the 1st and 2nd school year
- 50% scholarship recipient for the 3<sup>rd</sup> year at Western Sydney University
- President of S Communications club, led 100+ members across 7 departments (2017)

## EXPERIENCE

NOV 2021  
-JUN 2022

### AIA VIETNAM (LIFE INSURANCE) – PROJECT MANAGER & DATA ANALYST

- Produced 7 analytical dashboards by coordinating 5 specialists using Power BI and SQL, enhancing 1000 agents' performance during COVID recovery and leading to a 10% (\$800K) increase on a compressed timeline
- Accelerated project completion by 400% while applying Agile principles & the Scrum method to revive team spirit and re-planning the initiatives, leading to the successful integration of all necessary metrics

SEP 2019  
-NOV 2021

### AIA VIETNAM (LIFE INSURANCE) - RISER

- Consulted 10 customers and attained 170% of the premium revenue target as a Sales executive
- IT: Developed a company-wide digital transformation project, praised by CTO as the most comprehensive initiative from the IT team
- Developed a Power BI dashboard to track customer persistency, reducing reporting time (2 months to 2 weeks)
- Designed sales plan and simulated cost & benefit scenarios, implemented in the partnership program (AIA & VP Bank), achieving an over-expected 70% of the \$30M annual revenue target during the COVID

## SKILLS & CERTIFICATIONS

- MIT Certificate - Computational thinking using Python: grade A (2023)
- Microsoft Data certification: Power BI Data Analyst, Power Platform, Azure Data Fundamentals (2022)
- Deloitte Vietnam – One Step Ahead program (2016) for future Audit specialist.
- Soft skills: Communication, Negotiation, Presentation, Teamwork, Leadership
- Language: English (Fluent), French (Intermediate, actively improving to fluent), Vietnamese (Native)

## PROJECTS & LEADERSHIP

- Power BI Analysis project: PwC Switzerland France - Feb 2025  
Conducted call center satisfaction rating analysis and Customer churn analysis using Power Query, DAX, and Static Segmentation approach
- Hackathon Winner – IESEG & Avanade France - March 2023  
Built a Power Platform app to transform the railway management and procurement process, broadened expertise in digital transformation
- Mentor / Coach (S Communications) 2020 - Now  
Guided 10+ students and young colleagues, resulting in 60% securing targets
- Today's Voice Contest: UNESCO-CEP Vietnam 2015  
Top 100 Future leaders (top 2% of total 5000 applicants) to deliver the social campaign's idea for the youth generation