



## VU DUC HAU

Agency Training & Development

07/02/1992

Female

094 916 2586

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No 16, Group 18, 49/1 Duc Giang St, Long Bien Dist, Ha Noi City

## CAREER OBJECTIVES

Self development as a dynamic Training Manager, nimble with the Market, have ability in capturing and making suitable Business plans to create the efficiency of systems and organizations. Apply and make use of experiences in Sale Training to Business activities.

## SKILLS

Microsoft Office

English

Communication

Sale Training

## HOBBIES

- Reading Sale Skill Book
- Music
- Experience Travel.



## EDUCATION

### FOREIGN TRADE UNIVERSITY

Major: International Economic

SEPT/2010 - OCT/2014

Graduate Rate : Very Good with **3.25/4** GPA



## WORK EXPERIENCES

### INSURANCE DIVISION OF TECHCOMBANK

Assistant manager, Capabilities Development-Expert

AUG/2021 - PRESENT

#### *Implement the training of Life Insurance products*

- Responsible for the delivery of training modules and program for Life Insurance which is aligned to the business plan and strategic direction from time to time.
- Work with the relevant departments to develop the training programs to equip the knowledge about products, operational matters related to product, procedure, soft skills about sales consultation and sales management in order to ensure the business compliance, processes and quality of services to deliver the business plan.
- Develop the Insurance Product monthly training plan for each regions and each channels
- In charge of the project and initiative with Insurance partners and internal stakeholder to improve the quality of training and efficiency of the training implementation.
- Carry out the training and co-ordinating the effort to deliver the training for new products

### PRUDENTIAL VIETNAM ASSURANCE

Agency Training & Development

JUL/2019 - JUL/2021

- Co-ordinate with Business Development Manager and General Agency Director to plan training courses for sales force.
- Deliver Training courses (from basic to advanced) to develop sales force.
- Assign and follow the Training activities of associate trainers to ensure the training classes held as the master plan and meet agency force needs.
- Support Business activities such as 48H, Customer seminars, Recruitment seminars to Business Development Manager / General Agency Director and other duties assigned by Regional Training Manager.
- Co-ordinate with Business Development Manager and General Agent Director to work directly with the sales force to ensure the M0 active rate and maintain the M1 ratio. Support training needs to improve agency performance

### DAI-ICHI LIFE VIET NAM

Agency Training Executive

MAR/2016 - JUL/2019

- Assist Agency Training Leader (ATL) & Business Development Regional Head (BDRH) to develop sales force through delivering sales training courses to Financial Consultants (FC) in order to ensure effectively business.
- To deliver training courses to Financial Consultant (FC) to comply with training plan and procedure so that they get skills and knowledge
- To support BDRH in planning & organizing all training courses & sales activities for agency force to achieve sales objectives, especially Rookie Active Ratio in recruitment
- To co-ordinate with ATL in designing & upgrading various training courses to meet agency force needs

### YUSEN LOGISTICS LTD YEN PHONG, BAC NINH BRANCH

Inventory Executive

JUN/2015 - JAN/2016

- Inform and provide necessary documents to the cargo handling department in a timely and accurate manner.
- Timely and accurately update the warehouse management system, making debt for customers.

Sale Executive

- Maintain and develop customer-supplier relationships, seek potential customers and good suppliers.
- Draft customer quotes and order with suppliers. Storing, Tracking the documents and process of import and export goods, calculate service prices and receive payments from customers.

**ACTIVITIES****VIETNAM MUSEUM OF ETHNOLOGY****OCT/2012 - AUG/2013**

Volunteer

Present about the culture of the peoples in Vietnam

**NATIONAL INSTITUTE OF HEMATOLOGY AND BLOOD TRANSFUSION****OCT/2013 - AUG/2014**

Volunteer

Humanitarian blood donation

**CERTIFICATES**

"The Principle Skill in Training" of DLVN Academy

**2016**

LOMA 281

**2017**

LOMA 291

**2019**

LOMA FLMI Level 1

**2019****ACHIEVEMENTS**

Top 3 The Presentation Contest of Agency Training North in April-2019

**2019**

Top 1 Rookie Actives by Region in the Four Quarter in 2019 of Agency Training &amp; Development

**2019****FURTHER INFORMATION*****Achievements in training work:***

Dai-ichi life Vietnam :

- Maintain and improve the Pass rate of Rookies to the highest rate of **92%** nationwide in 2018.
- Improve the active rate of Rookies in Ha Noi to **38%** in the first Quarter in 2019, up **10%** over the same period last year.

Prudential Vietnam Assurance:

- Ensure the pass rate of rookies at **98%** in last five months of 2019
- **Top 1** Rookie Actives by Region in the Four Quarter in 2019 of Agency Training & Development
- Won **CEO Active Challenge** in June and September
- **Top 1** Rookie Actives by Region in March (94%) and the First Quarter (84%) of Agency Training & Development



## REFERENCES

Mr Vuong Van Tan - Agency Training North Manager  
Dai-ichi life Vietnam  
Phone Number : 098.999.9446  
Mr Vu Son Ha - Regional Training Manager  
Prudential Vietnam  
Phone Number : 096.825.2560