

NGUYỄN HOÀNG NAM

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Objective

To become the best experts in Product Management and Business Administrator.

Experience

Country Manager

Jan 2018 – Now

Upskills Vietnam Co. Ltd

- Upskills, headquarter based in Singapore, provides expert financial software consulting for investment banks in the Asia Pacific region. With a strong, Front to Back expertise of the cash and derivatives markets, coupled to an in-deep knowledge of financial markets technologies, we provide smart, business-wise and efficient solutions
- Be heading development team and related office operations in Vietnam that focuses on finance system development and Murex Integration Migration Projects.
- Achieves financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Communicate frequently with the local team and the group management team and keeps management informed by reviewing and analyzing special reports; summarizing information; identifying trends.
- Maintain office staff by recruiting, selecting, orienting, and training employees.
- Maintain office staff job efficiency by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
- Contribute to the business development by meeting identifying new prospects, meeting with existing customers, and participating to proposals.
- Maintain office services by organizing office operations and procedures; ensuring proper preparation of payroll; controlling correspondence; designing filing systems; reviewing and approving supply requisitions; assigning and monitoring admin and HR admin functions.
- Maintain office efficiency by planning and implementing office systems, layouts, and equipment procurement.
- Design and implements office policies by establishing standards and procedures; measuring results against standards; making necessary adjustments.

Studio Director – Executive Product Director

2015 – December 2017

Faceroll Games – Website: www.facerollgames.com

- Faceroll Games, founded in 2013 from US, is dedicated to delivering awesome mobile experiences.
- Building up and starting Vietnamese studio since 2015 from scratch that focusing on applications/web/game/VR solution/360 video development. Maintaining and managing all aspects of studio activities.
- Compiling Road map for projects, developing features/function, following up and manage status, foreseeing problem/risk and solving in case they happen.
- Seeking for clients and making good relationship with clients. Consolidating client needs.
- Preparing and presenting company's product to clients for new projects.
- Working with Faceroll Shanghai (HQ) daily on assigned projects.
- Compiling studio schedules for management meetings.



CEO - Business Development Manager - Product Manager

Sep 2009 – Feb 2015

Colorbox Corp. (2009-2015) – Website: www.colorbox.com.vn

Business Development Director:

- + To define and develop the long-term strategic goals for Business Development, in line with Colorbox's overall strategic context.
- + To identify new revenue-generation opportunities that enhance and promote Colorbox's Mission and Vision Statements.
- + To analyze the progress of revenue-generation goals and make recommendations for adjustments/interventions as required.
- + To identify opportunities to acquire new projects.
- + To participate in proposal preparation as needed.
- + To provide market feedback regarding competitive offerings, prospect needs and generate product development ideas.
- + To take ownership of the management of the sales and marketing functions of the business.
- + To actively manage key relationships with existing and prospective clients.

Product Manager:

- + Research and build up strategic planning about marketing, business and features for products.
- + Perform sales, trend, and profitability analysis.
- + Maintenance product line-up & planning (add, remove, revise, prioritize, plan for up-coming products).
- + Manage R&D/outsourcing product throughout the product lifecycle (pitching idea, designing, developing, testing, launching, marketing and customer support).
- + Manage and apply suitable agile processed that improved efficiency while reducing time-line and volume of mistakes.
- + Manage and support publisher to create marketing campaign and develop features/event to raise monetizing result.
- + Oversee product processes and time-line, control product quality.

- Product Highlights:

- . Several software projects with Japanese and Chinese Partners (OTT for business system cross platform: Web (PHP/HTML), iOS, Android; Maintain and develop ecommerce website;...)
- . More than 20 offline game titles with 5 of them reach top 10 ranking in many countries in apple store, especially US market.
- . More than 5 online game titles with 2 of them were published by Sohagame (big local publisher in Vietnam).
- . Corporate with Chillingo (big global publisher, a branch of EA Mobile) to publish "A.I.R Defense" game – one of best creation game of Colorbox.

Project Manager – Product Manager

2007 – March 2010

Gameloft

- Organize large-scale projects (mobile game platform porting projects). Built up structure and take responsibility to solve all project issues.
- Monitor the schedules and deadlines.
- Oversee the production processes.
- Communication with abroad studios.
- Human resources and budget planning, daily reporting on project progress with HQ.
- Be apart of global team effort and hone my negotiation skills with targets like deadline extension or more effort from my team.
- Achievements:
 - . Best Manager Award of Gameloft 2008, 2009
 - . One of key managers of Gameloft Vietnam in almost important projects.



Education

BA of Computer Science at University of Natural Sciences **2001 – 2005**

Skills

- More than 10 years as Project/Product Management in online/offline IT Software industry.
- Ability to build up and maintain an effective start-up team/company
- Business development. Production Management, Timeline and Cost Controlling Skill.
- Team leadership. Logical & Strategic Thinking
- Influence, Negotiation, Change Management Skill.
- Familiar working with Japanese partners.
- A positive attitude. Good communication skills.