



Thai Thanh Ngan

QC

PROFILE

An adapt with 1 year experience in sales strategies, customer relations, and product promotion and previous 6 months internship about quality intern and laboratory intern. With a deep understanding of particle size in pharmaceutical, painting, flour mill, cement, oil industry impact on quality products and cost company. Consequently, seeking a position to develop relationships, negotiate profitable deals and research new, quality products laying groundwork for future academic pursuit in chemical engineering science

WORK EXPERIENCE

CONTACT

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SALE

M&T Company

Aug 2023 – Now

Main responsibilities:

- Received inquiries, study carefully and recommend suitable products to customers.
- Oversee numerous sales-based operations, including bid development, and strategic partnerships with key decision-makers
- Developing lists of new prospects and lists of existing accounts for contact and/or follow-up purposes
- Generates direct sales from cold calling, follow-up calling, industry trade shows, and face to face meetings
- Preparation of quotations
- *Planned and executed conferences for various industries, including coordinating with speakers and attendees. Managed budgets and negotiated contracts resulting in cost savings. Conducted post-event evaluations and used feedback to improve future conferences.*

Achievements:

- Set up conference about particle size analysis for various industries and invited **20 clients in Ha Noi and 40 clients in Sai Gon.**
- Coordinated with speakers, vendors, and attendees to ensure smooth execution of conferences
- Negotiated contracts and managed budgets resulting in cost savings of **5% for conference**
- Conducted post-event evaluations and used feedback to implement improvements for future conferences
- Improvement the **communication skill, organizational skill and analytical skills, attention to detail, time management** creativity and the ability for problems, customers, creating plans and schedules



KEY SKILLS

Technical Skills

- MS Office (Word, Excel)
- Lab equipment

Personal Skills

- Teamwork & Communication
- Research & Development skills
- Quality control plans
- 6W – 2H
- Friendly, courteous, & service oriented
- Planning and Organizational



EDUCATION

BACHELOR'S DEGREE

Ton Duc Thang University

Major: Chemical Engineering (2022)

GPA 7.5/10

Participated in project: “ Research on synthesis of photo catalyst TiO₂.SiO₂ and survey of possibility of dye wastewater treatment “

HOBBIES

- Travelling to experience new cultures and meet new people.
- Playing sports (swimming, badminton, yoga, etc.)
- Cooking and baking
- Learning a new language such as Chinese Language

Activities

<https://scls.hust.edu.vn/vi/news/diem-tin/seminar-khoa-hoc-tai-khoa-ky-thuat-hoa-hoc-va-khoa-hoa-hoc-356.html>



QUALITY INTERN

BAT company
Dec 2022 – May 2023

Main responsibilities:

- Supported QA for daily collection samples & inspection.
- Supported the management of Quality documents to ensure Quality compliance.
- Schedule, and prepare consolidated documents before the meeting.
- Researched possible defects in products.
- Supported the factory to run the application which helps to ensure the quality of products.
- Support some tasks on quality reports.
- Ensured conformance to the quality system requirement.
- Ensured positive and effective communication.
- Identifies, troubleshoots, and resolves technical and operational issues

Achievements:

- Learned about methods of controlling tobacco beetles and checking input materials.
- Mindset in working
- Preferable knowledge of problem-solving tools such as 6W – 2H



LABORATORY INTERN

Institute of Chemical Technology
Mar 2022 – Oct 2022

Main responsibilities:

- Designed, arranged, conducted experiments and devised new operational processes that led to a **20% increase** in productivity and save 5 or 10 minutes per process
- Improved up to **23% nano-size particle** by using high-speed centrifugation
- Analyzed data by using UV-VIS, particle size analysis
- Knowledge of all safety and sanitation policies in the lab environment when conducting experiments.

Achievements:

- Summary and gather information
 - Physical analysis of medicine in **UV-VIS, DLS**, High-speed centrifugation and Homogenizer.
 - Improvement the quality controls plans and research & development skills
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