

TRONG DUC MINH NGUYEN

EDUCATION

Northeastern University, D'Amore-McKim School of Business

Boston, MA

Bachelor of Science in Business Administration

Expected Graduation: May 2029

Concentrations: Finance and Management | **GPA:** 3.35

Study Abroad: Berlin, Germany (Fall 2025)

Relevant Courses: Financial Accounting and Reporting, Managerial Accounting, Financial Management, Business Statistics, Managing Human Capital, International Business and Global Social Responsibility

Activities: NU VSA, NU Buddhist Group, NU Finance and Investment Club, LEAD360

PROFESSIONAL EXPERIENCE

Military Commercial Joint Stock Bank

Ho Chi Minh City, Vietnam

Corporate Banking Intern

July 2026 - September 2026

- Originated a \$115K working capital facility by self-sourcing a corporate client, coordinating due diligence with the Branch Director, and preparing the credit appraisal through approval
- Diagnosed liquidity distress at a regional beer distributor with the Branch Director: a failed expansion left short-term debt funding encumbered, non-earning real estate with no liquidation path. Recommended refinancing into self-liquidating, receivable-backed working capital facilities that pay down as receivables are collected (cash inflows = debt repayment for the distributor)

RedSquare Vietnam

Ho Chi Minh City, Vietnam

Investment Analyst Intern

July 2025 - August 2025

- Researched the Vietnam data center market, identifying 3 key growth drivers (rising internet penetration, stronger government support, and the expansion of ASEAN's digital economy), benchmarking competitors (e.g., Viettel IDC, VNPT), and estimating a 10.68% market CAGR to support the team's sector investment thesis
- Evaluated APFCO's product portfolio and modeled a potential B2C pivot by analyzing unit economics and go-to-market feasibility of selling cassava starch directly to consumers

Mega Life Science

Ho Chi Minh City, Vietnam

Human Resource Intern

July 2024 – August 2024

- Completed intensive 2-week HR program, 45 hours/week; Rotated across four HR functions (Compensation & Benefits, Talent Acquisition, L&D, Employer Branding); relevant tasks: analyzed how each drives cost efficiency and workforce ROI at a pharmaceutical company
- Collaborated with a team of 4 to analyze the drivers of employee turnover and develop retention recommendations, including rent subsidies and annual salary increments grounded in Herzberg's Two-Factor Theory; presented the presentation to the HR manager

ENTREPRENEURIAL & LEADERSHIP EXPERIENCE

The Dream School

Ho Chi Minh City, Vietnam

Founder

February 2023 - April 2025

- Raised \$12,000 through donor outreach and fundraising campaigns, improving libraries, sanitation (at 6 underfunded schools across rural regions of Vietnam), and offered tuition assistance, plus medical insurance cards for over 100 underprivileged students
- Mobilized \$4,000 in two weeks through auction nights and direct meetings with business leaders, funding reconstruction of 2 schools and 1 village in Yen Bai province following Typhoon Yagi
- Recognized and received award and certification from the Chairman of the Long Ha Commune People's Committee and featured in local outlets and Saigon Giai Phong; Pitched to Vietnamese business leaders and institutions, securing funding from IDP, MB Bank, and Nadine West

SKILLS & INTERESTS

Skills: Excel, Bloomberg Market Concepts Certification, React (web app development), AI tools (Claude, ChatGPT)

Interests: Stock market investing, chess, Vipassana meditation, foodie (sushi, ramen), renewable energy