

## Chief Technology Officer (CTO)

Blockchain Expert, Product Owner, and Full-Stack Developer with passion for employing game-changing technology to build products customers love. Proven success catapulting success of startups and corporations using creativity to drive development, differentiation, and adoption. Current knowledge of existing and emerging technologies with bold ideas on creating high-performance, scalable, reliable, and secure products. Experience with research and prototyping, front- and back-end development, and comprehensive leadership of global, world-class teams.

### AREAS OF EXPERTISE

- SmartContract (Ethereum & Binance Chain)
- ICO / STO / NFT
- Hyperledger, PolkaFoundry
- Crypto Mining, Crypto Trading, Trading bot
- Business & Technical Whitepaper Writing
- SaaS Web & Mobile Apps
- Solution Architecture
- Full-Stack Development
- IoT Devices & Apps
- Windows Desktop Apps
- Business Development & Marketing
- Product Development
- Fundraising / VC Relations
- Cross-functional Team Leadership
- Multicultural Communication

### PROFESSIONAL EXPERIENCE

**FPT Software Japan**, Tokyo, Japan

2020 to Present

#### **BUSINESS DEVELOPMENT & MARKETING MANAGER - DIGITAL TRANSFORMATION GLOBAL (2020 TO PRESENT)**

*Establish vision and goals for marketing and lead generation activities to drive sales of digital transformation solutions to customers across 25 offices worldwide with accountability for Innovation Lab (DX Garage), Cloud Services, Cloud Management Tool, Data Platform, AI, Data Analytics, and Blockchain programs.*

- Align departmental operations with overarching business goals, promoting best practices to reach targeted market segments with meaningful messaging for robust suite of services in collaboration with remote cross-functional teams.
- Deliver consulting and presales activities for digital transformation projects worldwide, providing technical documents and case studies for sales proposals, and generating market insights through diligent research.
- Fortified relationship with Airbus to build Skywise Data Platform and Aviation Workflows by steering presales activities and driving business development.
- Boosted adoption of akaBot Robotic Process Automation (RPA) solution by conducting demos and presales / sales activities, yielding substantial lift in revenue.

#### **DIRECTOR OF BLOCKCHAIN CENTER OF EXCELLENCE (2019 TO 2020)**

*Accelerated marketing and presales for blockchain services and permissioned blockchain akaChain product and owned akaTrack solution for indoor / outdoor location tracking, environmental monitoring, and blockchain data storage while supporting multidisciplinary teams with various other blockchain projects.*

- As Account and Delivery Manager for real estate tokenization with blockchain, centralized exchange, and crowdfunding platform, balanced priorities between presales, delivery, and project management for product proof-of-concept.
- Mentored and guided team of 10 Developers working on multiple blockchain projects with focus on low technical debt, fast go-to-market via minimal viable product (MVP), design thinking, and customer-centric roadmap.
- Demonstrated breadth of blockchain applications while creating products and proofs of concept for customers, such as bill of ladings digitalization, insurance & healthcare data sharing, food origin tracking, education certification, loyalty points, and behavior logging / sharing with insurance.

**MoraTech**, Seoul, Korea

2017 to 2018

#### **SOLUTION ARCHITECT & CO-FOUNDER**

*Built Ethereum Erc20 Smart Contract App for Blockchain-based lottery app with absolute random generator on blockchain network using Solidty, Remix, Truffle, and Web3.0 and authored white paper.*

- Gained recognition among top global startups to join Korea Grand Startup Challenge by working with team to present outstanding product demonstration revealing product innovation and stability.
- Gathered requirements from Business team, generated project scope and budget, defined and documented requirements, and architected technology stack to meet short- and long-term product vision / roadmap.
- Prioritized development activities using Agile / Scrum methodology to maximize available resources; set up processes, metrics, and goals; and introduced project management tools to facilitate organization.

**UpSignDown Inc.**, California, USA

2011 to Present

### **CTO & CO-FOUNDER**

*Established flourishing market leader in real estate outdoor advertising industry from startup, capturing more than 200,000 corporate clients / Realtors throughout 40 states, including prominent industry giants like Berkshire Hathaway & Century 21.*

- Recruited, hired, and trained team of more than 20 – including Developers (Front-end, Back-end, and Mobile), Testers, System Admins, Project Managers, And Designers – to build powerful SaaS software with ease of use for end-users, advancing development aligned with personal aspirations through coaching, training, and performance reviews.
- Championed high-performance culture by providing teambuilding activities, promoting accountability and transparency, and encouraging growth mindset / learning environment.
- Traveled extensively to meet with our customers (and their customers) and gather feedback, visit facilities, and utilize tools to understand pain points, risks, and opportunities.
- Balanced priorities between software development, business operations, and customer support.

## **PROJECTS**

**NanoQR SARL France (2012 to 2014):** Project-managed development of QR code and NFC name card with mobile personal website builder, including 3D design and software programming encompassing IoT Smart Lock to enable connectivity to wifi and mobile app.

**GDT Inc. (2011 – 2012):** Built multiplayer online game drawing 200,000+ players in 3 months as Full-Stack Developer and Project Manager, using many growth-hacking methods for marketing, like Facebook Canvas and Facebook posts.

**Emogazine Inc. (2009 to 2011):** Pioneered online, low-code, feature-rich platform for drag-and-drop PowerPoint-like app before Google Slides was popular; demonstrated leadership and technical capacity by maximizing limited resources, coding with team as Full-Stack Developer, forging relationships with Silicon Valley VCs, and selling product to investor at age 23.

## **EDUCATION**

**MASTER OF GLOBAL E-BUSINESS, 2011, Lille University of Science and Technology, Villeneuve-d'Ascq, France**

**BACHELOR OF INFORMATION TECHNOLOGY, 2009, James Cook University - Singapore, Singapore**

## **LANGUAGES**

**Vietnamese (Native) | English (Fluent) | French (Conversational) | Japanese (Basic)**

## **TECHNICAL PROFICIENCIES**

C, C#, Java, Perl, Python, Visual Basic, .NET, OOP, Adobe Photoshop, HTML, CSS, Javascript, VBScript, MS Office Suite, WordPress, AWS, PHP, MySQL, Linux, Git, Yii2, Atlassian, Solidty, Remix, Truffle, Web 3.0.

## **ACCOLADES & COMMUNITY LEADERSHIP**

- Coding since 9 years old; received acclaim for building family registry Windows application in secondary school.
- Won two 2<sup>nd</sup> place prizes for national Vietnamese programming contests before age 18.
- IEEE Technology Night Organizer, Singapore, 2008.