



# David Nguyen (Nguyen Vu Cong Thang)

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## CAREER PROFILE

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David is a business development operator focused on partnerships, revenue growth, and GTM systems. Since late 2025, he has been building agentic outbound GTM systems spanning account research, intent detection, personalization, and outreach. He has closed \$220K+ in cumulative partnership revenue and grants, progressed from intern to Head of Business Development, and automated onboarding, reporting, and proposal workflows to increase team capacity and execution speed. He is completing a Bachelor's degree in Digital Economy with a minor in Finance at RMIT University Vietnam, graduating in 2026.

## WORK EXPERIENCE

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### GFI Group (GFI Ventures / VBI Academy)

Ho Chi Minh City, Vietnam

*Intern → BD Executive → Assistant Head of BD → Head of BD*

June 2023 – October 2025

- Closed \$220K+ in cumulative partnership revenue and grants from leading Layer-1 ecosystems, including Sui, NEAR, Polkadot, Cardano, Movement Labs, Lisk Protocol, Saga Protocol, Avail, Arbitrum, and Algorand.
- Co-designed and sold developer activation programs (bootcamps, workshops, hackathons) to major Web3 foundations, independently managing deals from outreach through contract execution.
- Built an internal operations platform using Google Workspace and Apps Script that automated project setup, dashboards, and proposal/contract generation, increasing delivery capacity and operational consistency.
- Developed an AI-assisted proposal workflow that converted client call transcripts into tailored proposals, reducing turnaround time by ~70% (3–4 days to same day).
- Led cross-functional execution and ecosystem partnerships for developer programs, coordinating marketing, community, and operations teams and sourcing 100+ speakers, mentors, judges, and partners for major events, including NEAR APAC 2023.

## LEADERSHIP

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### RMIT Vietnam FinTech Club

Ho Chi Minh City, Vietnam

*President*

January 2022 – January 2023

- Set the club's annual strategy across 3 semesters and led the executive team and department heads, overseeing projects, member development, and educational programming for 60–70 members.
- Co-led FinTech Blockchain Forum 2023, the club's flagship event, securing 85M+ VND in sponsorships and attracting 350+ attendees, with speakers from Binance, OKX, Solana, Dragon Capital, Infina (YC21), and MoMo.
- Expanded the club's educational and industry engagement offerings by launching a nationwide blockchain competition (50+ teams), a C-suite podcast series, a student FinTech magazine, and a company tour program.

## EDUCATION

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### RMIT University Vietnam

Ho Chi Minh City, Vietnam

*Bachelor of Business: Digital Economy (major), Finance (minor)*

2021 – 2026

## AWARDS, SKILLS & AFFILIATIONS

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**Core Skills:** Deal Closing, Revenue Operations, GTM, Partnerships, Agent Orchestration, Workflow Automation

**Awards & Affiliations:** Chainlink Enthusiast Program (2025–Present), LotusHack 2026 EdTech Track Runner Up (7th Overall), Bausch & Lomb Honorary Science Award (2019)

**Languages:** English (Native/Bilingual), Vietnamese (Professional)