DINH TRAN HOANG LONG

Multidisciplinary Professional
AI, Data, Education, and Strategic Strategy



Dob

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PROFESSIONAL SUMMARY

Multidisciplinary professional working at the intersection of technology, education, and business strategy. Experienced in applying generative AI, data analytics, and structured problem-solving to improve workflows, support decision-making, and develop scalable solutions. Background includes business development, financial consulting, and educational program design.

Work experience

Debex Debt Trading Online Platform
Mar 2022 - May 2022

Business Development Agent

- **Facilitated** international B2B transactions by connecting financial institutions and debt collection agencies via the online trading platform.
- **Managed** partner portfolios, ensuring accurate data verification and seamless auction participation.
- **Orchestrated** the onboarding process for new corporate clients, providing strategic guidance on exchange regulations and optimizing auction success rates.

Bostonmex International Stock Exchange
Sep 2021 - Nov 2021

Financial Consultant

- **Analyzed** market trends and financial data to provide actionable investment insights to prospective clients.
- **Optimized** the client acquisition funnel using CRM data, converting cold leads into active trading accounts.
- **Consulted** on account management and risk mitigation strategies, ensuring high client retention and satisfaction.

The Asia-Pacific English Center
Sep 2019 - Mar 2020

English Instructor (ESL)

- **Designed** interactive curriculum modules integrating gamification to enhance student engagement and retention.
- **Implemented** performance tracking methods to assess student progress and adjust pedagogical strategies accordingly.

TP Bank / Vietcredit
May 2019 - Oct 2020

Client Relationship Officer

- **Leveraged** database insights to identify high-potential customer segments for financial product advisory.
- **Exceeded** monthly KPIs through strategic communication and needs-based selling techniques via social platforms and direct channels.
- **Streamlined** contract processing workflows, ensuring 100% compliance with banking regulations and data accuracy.

Education

Hong Bang International University
September 2018 - June 2023

English Linguistics & Literature

Bachelor Graduated in English Lingustics and Literature

Hong Bang International University
June 2024 - 2026

Master of T.E.S.O.L

Master in Teaching English to Speakers of Other Languages

Combines analytical thinking with strong communication and training capabilities to translate complex ideas into practical results. Strong interest in AI-assisted workflows, data-driven strategy, digital pedagogy, and system optimization.

Skills

Artificial Intelligence & Data

- Generative AI workflow design
- Prompt engineering and LLM interaction
- AI-assisted research and automation
- BigQuery Machine Learning (inference models)
- SQL data querying and analysis
- Python notebooks for data exploration
- Sentiment analysis and image classification models

Business Development & Strategy

- Business development and market outreach
- Client relationship management (CRM)
- B2B negotiations and partnership coordination
- Data-driven customer acquisition strategies
- Financial consulting and advisory support
- Process optimization and workflow improvement

Education & Communication

- Curriculum and training program design
- Digital pedagogy and EdTech integration
- Classroom management and learning facilitation
- Academic research and linguistic analysis
- Cross-cultural communication

ACTIVITIES

Social Media Communities (Facebook) *2014 - Present*

Community Administrator & Content Lead

- **Community Leadership:** Founded and managed high-traffic communities, overseeing content moderation, member engagement strategies, and conflict resolution.
- **Data-Driven Growth:** Analyzed interaction metrics to optimize content scheduling, resulting in sustained member growth and high engagement rates.

Certifications

T.E.S.O.L 120 hours Certification	**Jun 2023**
JLPT N3	**Dec 2025**
Google Certified Educator Level 1	**Dec 2025**
Generative AI for Data Scientists & Analysts	**Dec 2025**

HONORS & AWARDS

Top Performer – Google Cloud Skills Boost (2025): Achieved perfect assessment scores (100%) in Generative AI, BigQuery Machine Learning, and Google Workspace Lab Exams. *2025*

Interests

- Generative AI and large language models, with focus on practical workflow integration and prompt engineering
- Data analytics and decision-support systems using SQL, Python notebooks, and cloud-based tools
- Cloud computing ecosystems and scalable digital infrastructure, particularly within Google Cloud technologies
- Emerging educational technologies and AI-assisted learning environments
- Language learning methodologies and second language acquisition research
- Comparative linguistics and cross-cultural communication
- Independent study of foreign languages, including Japanese and other Asian language systems
- Digital tools for productivity, knowledge management, and research automation
- Technology-driven problem solving and systems thinking

- Public speaking and presentation

Digital & Technical Tools

- Google Cloud ecosystem
- Gemini AI applications
- BigQuery analytics
- Google Workspace advanced workflows
- Data visualization and reporting
- AI-assisted productivity systems