

NGUYEN LE HAI DANG

PROFESSIONAL PROFILE

STRATEGIC ADVISOR AND REPRESENTATIVE AMBASSADOR FOR LUXURY BRANDS
LUXURY REAL ESTATE TRAINING EXPERT



NGUYEN LE HAI DANG – THE BETTER MAKER

Over 10 years in the Business representative and Negotiation field, 09 years in advanced Training and Development for many domestic and international corporations such as SAVILLS, ALPHA KING, MEYLAND - AN A DAI THANH,... Take responsibility in the role of Develop Luxury Real estate project advisor, Branding for corporations and projects as well as being Representative for many brands in the market. All those things help me to understand and know what to do, to accompany investors to create superb projects and also develop Real estate consulting specialists to become more professional, from there to bring value to customers, to the market, and to investors.

More than a speaker, a representative, or a trainer that people usually think, what I aim to be **#thebettermaker** - my own definition for what I did, what I have been doing for Vietnam real estate market to become more developed and professional.

SPECIALITIES

Business Representative & Luxury Brand Ambassador

Human Resource Development and Training

Brand & Marketing Strategy Advisor

Business & Development Advisor



DT Group

CEO cum Company Representative



Meyland – Tan A Dai Thanh

Former Senior Training & Strategic Development



Alpha King

Former Business Development & Training Senior Manager



Savills Vietnam

Former Training Manager cum Marketing Advisor



PIKE Vietnam

Director cum Strategic Advisor

Creating relevant solutions that develop business

DIAGNOSE

Exploring not only the Enterprise's want and need, but also their business problems

ADVISE

Consulting and offering the most complete and suitable solutions for Enterprise.

DELIVER

Planning and implementing to achieve the goals.

FINALIZE

Statistics of completed results and performance evaluation.

ORGANIZED MORE THAN
1.600 TRAINING PROGRAMS

IMPLEMENT OVER
619 CONFERENCES AND SEMINARS

TRAINING FOR MORE THAN
6.000 REAL ESTATE CONSULTING

TRAINING FOR MORE THAN
48.000 EMPLOYEES IN MANY FIELDS

SPECIALISTS ADVISING FOR
193 PROJECTS

MY EXPERIENCES

10
years of Training

12
years of Business and Marketing

08
years of Project Advisor & Development

13
years of Event Organization

STRATEGIC ADVISOR & REPRESENTATIVE AMBASSADOR FOR LUXURY BRANDS

"Strategic Advisor & Representative Ambassador" for Companines

ALPHA KING

A luxury real estate group in Vietnam



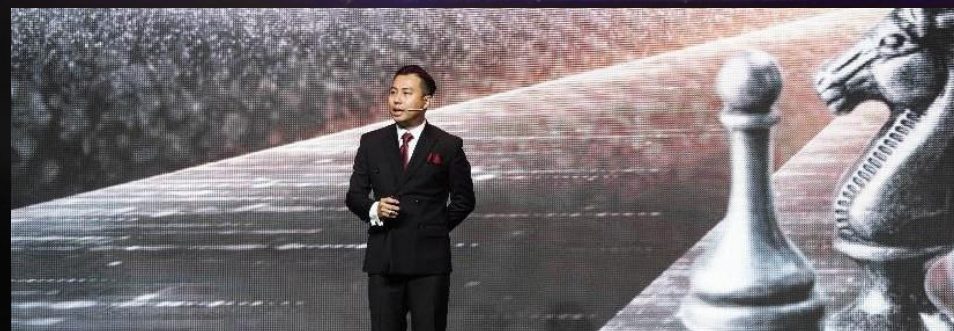


Alpha star club is a place dedicated to high-end real estate sales staff in vietnam, founded by alpha king group and trained with unprecedented intensive training on the market.



- FOUNDER
 - MAIN TRAINER
- of **ALPHA STAR CLUB**

TRAINING MODULES



MEYLAND – Tan A Dai Thanh

A luxury real estate investor in Vietnam



PIKE VIETNAM

The unit of creative activities in two fields: Event Management and Training In-House

Honor President And Strategy Advisor

PROFESSIONAL TRAINER

Deliver the training courses for over 48.000 employees from various fields & industries to bring about immediate changes and long – term results.

Training for over 6,000 Sale Specialists in Luxury Real Estate Agents

AS HEAD OF BUSINESS DEVELOPMENT & TRAINING OF ALPHA KING

Savills, CBRE, Southern Homes, Mland, Gia Phat, Propnex, MGI, Khai Hoan Land, Cenland, Smartrealtors, DongTay Land, The One, Realplus, Rever

Danh Khoi





TRAINING EXPERT – MEYLAND – TAN A DAI THANH

FOR OVER 2.000 SALES IN REAL ESTATE IN NATIONWIDE

TRAINING EXPERT – DANH KHOI GROUP



J.O.Y | JOURNEY OF YOU

Journey To Be A Leader

*Training Program On Orientation,
Knowledge & Skills For Professional Real
Estate Consultants*



TRAINING EXPERT – DANH KHÔI MIỀN TRUNG

THE HEROES

Training Soft – skills for over 1.000 Professional
Real Estate Consultants



**TRAINING EXPERT —
HUNG PHU INVEST**

KICK — OFF & PROJECT INTRODUCTION
For over 1.000 Luxury Sales



...AND OVER 1.600 TRAINING AND CONSULTING PROGRAMS
For **Savills Vietnam, IQI Vietnam, Gamuda Land VN, Smart Realtor, ...**



GUEST SPEAKER

A guest speaker for hundreds of seminars & talkshows to share about specific topics which are helpful for enterprise's workforce and company's professionalism.



Nam Group

Thanh Long Bay – The Sea Subdivision Kick Off Event

VnExpress Talk Show

"Leading the way in real estate in the southern key economic region and the Mekong Delta"



Cen Academy



"Art Of Personal Branding In Luxury Real Estate"

"Luxury Real Estate - Factors That Create Outstanding Value"

Talkshow & Opening Ceremony of G.r.e.e

BẤT ĐỘNG SẢN HÀNG HIỆU

NHỮNG YẾU TỐ TẠO RA GIÁ TRỊ VƯỢT TRỘI

Ông Nguyễn Trung Vũ - Chủ tịch HĐQT Cen Group

Ông Phạm Thanh Hùng - Chủ tịch HĐQT Cen Academy

Ông Nguyễn Trần Quang - Thành viên HĐQT TVHB

Ông Nguyễn Lê Hải Đăng - Chuyên gia chiến lược và đào tạo tại HQT Cen Group

Cùng với xu hướng phát triển mạnh mẽ của Bất động sản, tại Việt Nam, các dự án Bất động sản cao cấp bậc nhất đã bắt đầu là hướng đi mới để đáp ứng nhu cầu của giới thượng lưu. Tuy nhiên, không phải ai cũng có thể nắm rõ tại sao mà mỗi mét vuông có giá trị cả tỷ bạc lại khiến những khách hàng cao cấp thêm khát.

Đăng ký tham gia sự kiện online, để cùng khám phá các yếu tố thu hút khách hàng cao cấp trong Bất động sản.

Forbes Vietnam

"Are House Prices Down Due To Covid – 19?"

Forbes Vietnam LIVE Giá nhà có giảm do COVID-19?
12.8.2021 - 15:00

VÕ HUỲNH TUẤN KIẾT
GIÁM ĐỐC,
CBRE VIỆT NAM

NGÔ QUANG PHÚC
CEO,
PHÚ ĐÔNG GROUP

TRẦN KHÁNH QUANG
TỔNG GIÁM ĐỐC,
CTCP ĐẦU TƯ BẤT ĐỘNG SẢN
VIỆT AN HÒA

NGUYỄN LÊ HẢI ĐĂNG
GIÁM ĐỐC CHIẾN LƯỢC,
DT GROUP

Forbes LIVE Giá nhà có giảm do COVID-19?
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DT GROUP

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CTCP ĐẦU TƯ BẤT ĐỘNG SẢN
VIỆT AN HÒA



"Finding The Balance"

"Smart Money"



GUEST COACH

"Săn Nhà Triệu Đô" - The first and unique real estate gameshow in Vietnam. Finding talented and professional new-age real estate brokers. This game show is the place where they can demonstrate their knowledge and skills to connect customers & real estate developers

GAMESHOW

"SĂN NHÀ TRIỆU ĐÔ"



EXCLUSIVE SPEAKER

Being the official and unique speaker for 2 special seminar series at PIKE Vietnam:
HR Talk and **S.O.S** from 2018 to the present.



HR TALK

HR Talk is the series of PIKE Vietnam's programs built to share experience about human resource issues with CEOs & HR Managers. It's a place where leaders can interact with each other and share opinions.





S.O.S – STORY OF STAFF

S.O.S is the latest series of PIKE Vietnam. It's a place for Managers and Directors only to come and share about employees's issues from any department of company. S.O.S – a place of connection for managers level, where experts inspire experts.

REAL ESTATE AWARDS

Sharing and joining real estate awards and business social activities



PIKE VIETNAM BUSINESS AND STYLE NETWORKING

PROPERTY GURU VIETNAM PROPERTY AWARD 2019



PROPERTY AWARD DOT PROPERTY VIETNAM AWARD 2020

WHAT MARKET TALKS ABOUT ME





Mr. Hedi Khezrzadeh

Millionaire Group - Businessman and Global Speaker

"In the age of constant distraction for young generation by internet, it's very hard to find a focused young person who continuously working on his goal and growth and personal development! I am happy to have a friend with this quality, Dang Nguyen! Keep it up my friend! See you over the top!"



Mr. Phan Thi Viet Nga

National HR Director - Savills Vietnam

"Dang has been the Training Manager here at Savills Vietnam for nearly one years. He has been a pleasure to work with, bringing his high contribution to every subjects he trained. He has some very innovative training ideas, highly intelligent and has superb training and communication skills. He developed a training program for Savills Vietnam that led them to become well versed in office operations and both technical. Dang possesses the ultimate "can do" attitude while taking on all tasks a positive energy and a smile. His upbeat personality and engaging personal style enable him to interact effectively with employees and on job training. He is very well organized and keeps track of the details necessary to coordinate all training program and run them efficiently. He is always cheerful and willing to assist with any task. In addition, Dang was motivated and interested other to learn new things. To this end, he heten accompanied Savills members on their rounds so that he knew status and needs of each individual Savills and Provide them with right skills."



Mr. Nguyen Duy Kha

National Sales Director- Fonterra VietNam

"I have opportunity to work with Mr. Dang at workshops about careers guidance and training soft skills for students in Ho Chi Minh City. I realize that Mr. Dang is a really dynamic person and he has professional working mindset. Especially, activations of Dang and his company are very supportive of the community. He always aim to support young employees who really need to train soft skill for their work. If I need to find partner for my work, I still choose Mr. Dang to become my partner."



Ms. Nguyen Thi Thanh Phuong

PNJ Brand Manager

"Observing the journey of Mr.Dang persuing his professional training path made me admire him. His "can-do" spirit always spreads out and inspires everyone working with him. I believe Mr.Dang can achieve his goal in business and become one of the best professional trainers not only in Vietnam, but other countries."



Mr. Nguyen Hoang

Brand - Up CEO

"Dang is top of professional partner and trainer who we corporate for our communication projects. His passion complete our clients and many young generation."



Ms. Nguyen Thi Kim Loan

Director - Center of Corporate Relations - University of Economic and Finance

"While working with Mr.Dang, I easily realize that Mr.Dang has a professional working manner. The profession is shown in seriousness, punctuality, elegance and he's also enthusiastic and caring in networking with students. The most important thing want to say about him is the careful preparation for the article, focus on the et main point, expressing the right purpose and value for the students. All that information is reasonable and up-to-date for them. I think students invest very much on their major to get those practical knowledge. Not only i knew it, I'm also receiving many great feedbacks from others who joined Mr. Dang's Sharing. I'm sure those knowledge from Mr.Dang are very useful for anyone who is on the way building their career. Final, It is our pleasure to collaborate with Mr.Dang"



Mr. Tran Minh Quang

Senior Sales Training — Sales Force

"Dang is the most reliable partner I ever met. Working vwith Dang, the safety and the trust Dang brings to me come from responsibility, discipline and professionalism. Besides that, Dang has got a good personality outside the work. Enthusiasm, sincerity, sentimentality are some words to describe him."



Ms. Nguyen Thi Le My

HR Director - Athena International Internet Governance & Management Training Center

"MORE THAN A FRIEND! In 2016, I was a Director of the Center of Business Relations at Hong Bang International University. I was very tired of finding youthful and dynamic trainer, good at professional knowledge and also has rich practical experience in national and international working environment, in order to share and train my students to be a leader, key staffs in our school. Fortunately, I was introduced to Mr.Dang. The show that I cooperated with him was very successful surpass our expectation, in the hall with 360 students, the "fire" was spread by Mr.Dang and my students also joined the "fire" enthusiastically. Look at those happy and satisfied faces, I knew that I'd chosen the right person to inspire. I'm really thankful to Mr.Dang for coming and sharing from bottom of his heart and enthusiasm. That is also the unfadable impression in my heart about Mr.Dang: YOUTHFUL but POWERFUL. In every role, by his ACUMEN, SUBTLETY and CREATIVENESS, ENTHUSIASTIC, he also has SERIOUS and PROFESSIONAL attitude in every job he takes. He is a mentor, he shared and motivated me to be consistent with him in the ideal bringing a good and meaningful value to everyone, especially helping the young generation gain enough Confidence to integrate reality as well as international. Even though, now we are all busy with our own job, but we still maintain the relationship and I still achieve many knowledge and information when talking with him via email and message. Mr.Dang is the inspirer and the partner on every career path of me."



Ms. La Kim My Duyen

Business Director – IQI Vietnam

"We have known each other for 5 years when we both worked at Savills Vietnam Company. Mr. Dang is a person who always has a very different perspective from the majority and highly appreciates the role and position of a luxury real estate consultant. Thanks to his sharing, I myself have always known how to refine my image and build my personal brand. When you accidentally meet Mr. Dang anywhere, he always exudes a thoughtful image and creates absolute trust for others, that's why I also want to learn this from him to build trust with my customers.."



Ms. Nguyen Ngoc Thien An

Business Director – IQI Vietnam

"I always remember the first impression when I met Mr. Dang, he appeared with an elegant and presentable appearance that made me feel like he was a celebrity. Moreover, after attending his training course, I am always 100% attracted by his presentation and sense of humor in every content he shares. I have had the opportunity to meet and know Mr. Dang for many years and it is a fact that day by day, his image is becoming more and more professional and brings to the market a lot of value that not everyone can do. Okay. He always exudes a dignified demeanor and confidence. Mr. Dang has an important mission to the luxury real estate market, so I want to be one of those who accompany him and contribute to changing the market in creating the image of a real estate agent. Professional real estate consultants to advise and bring a 5-star experience to customers. To be able to complete that mission with him, I always set new standards for myself, become more professional and strict with myself in terms of both my external image and always update my knowledge to develop more and more."



Mr. Bui Kim Hai Au

Business Director – Southern Homes Vietnam

"Mr. Dang has many differences that I adore so much, comes with him is a professional style and is very standard. I appreciate him for his advices. It changed my point of view and the whole market about the image as well as the role of a real estate consulting specialist. From that, can help the customers understand what the role of a Luxury real estate consulting specialist is."



Mr. Truong Hieu

Business Director – Dong Tay Land

"Professionalism, neatness, comes with polite manner are things I impress the most about Mr. Dang. The positive mental value, knowledge, and necessary skills needed for a Luxury real estate consulting specialist that he shared have helped us to have awareness about building a standard and professional from the outlook to manner and language."



Mr. Nguyen Thanh Tin

General Director – SC Investment

"He is a person who is visionary in the real estate field, especially in the luxury real estate field. Things I impress the most about Mr. Dang are professionalism, politeness in his communication, and external manner, especially in the way he presents the project is very attractive. I learned a lot of valuable lessons from this onboarding and sharing, and I totally changed my mind, my point of view about a Luxury real estate consulting specialist, from that, it helps me to know the direction, path as well as strategy for my company, and set the standards to build a team of a Luxury real estate consulting specialists in personal branding, understand customers and how to make a strong impression for the customer."



Mrs. Nguyen Yen Nhu

Project Director – MLand Vietnam

"Mr. Dang has a very attractive voice, a sense of humor, and great knowledge. I used to invite him to my training courses for employees. Mr. Dang always brings side by side his positive energy and spreads it to students in every course. Thanks to him, my team and I started to be aware and care about the professional outlook when meeting customers as well as try additional knowledge to support customer consultation"



Mrs. Duong Thi Lan

Director – Sala Realty Join Stock Company

I am totally convinced by the image of Mr. Dang when he is presenting on the stage with his great knowledge about the premium real estate department. His sharing help real estate consultants upgrade their knowledge as well as change the mindset and the ability to consult a product, support customers. I'm interested when he said: "to sell a luxury product, the seller must become luxury first.". Mr. Dang has orientations that help the consulting specialists create their own position in the market and the recognition as well as the ability to reach international market.



Ms. Le Thi Quynh Thu

National Project Director – MGI GLobal

He is a person who has a big and deep amount of knowledge and multimedia, comes up with an attractive way of communication, and is highly practical. His sharings are meaningful, attract me and everybody has to listen without distraction. His training courses always bring high practical effectiveness, I want those sharings can come to many other Luxury real estate consulting specialists, from that, you can sharpen your mindset about your role as well as change and upgrade your image, professional knowledge, assert a higher value for customer and also you own position as a Luxury real estate consulting specialist.



Ms. Mai Nguyen

Senior Real Estate Consultant

"I had the opportunity to support and work with Mr. Dang at Alpha King in 2019. During the process of working together and conducting the company's training programs, what impressed me the most about him was that at each agent he visits will have a different story and approach, he always knows how to inspire himself and share that positivity with all his attendees. The main content that he shares always focuses on improving self-worth, not just focusing on how to sell products, he has put his position in the position of the Consultants and clearly understands their stories, their desire to be recognized by customers and the market, and recognize their efforts to achieve a great transaction. The best thing that I learned from Mr. Dang is focusing on improving self-worth to bring great value to customers."



Mr. Dinh Tien Dung

Director - Vung Tau House Real Estate Company

"He always appears calm, extremely professional, and brings a lot of value and insight to impart to everyone. I appreciate the orientation and sharing from Mr. Dang that helped me know how to advise difficult customers, specifically how to approach and exploit the needs and desires of customers. Most especially, when selling a luxury real estate project, thoroughly understanding the project is an important step, taking the time to research, contemplate, and understand its features and highlights."



Mr. Nguyen Ngoc Tu

Head of Senior Real Estate Consulting Department - Smartland

"Fortunately, I had the opportunity to attend Mr. Dang's training programs from the very beginning when I was a fresh sales consultant, thanks for his training that help me succeed in closing deals with customers, understanding the role of myself as a sales consultant and the things I need to strive to improve every day to increase many great opportunities in the future. His professionalism, enthusiasm, and inspirational ability in the real estate field make me "wow" when I have the opportunity to work with him, I feel very fortunate and grateful to Mr. Dang for the opportunity to meet him. Along with the orientation and sharing from him has helped me improve myself better every day."



Mrs. Nguyen Thi Hien

Vice Director – Sala Realty Join Stock Company

"His image is always accompanied by thoroughness and professionalism and a huge amount of knowledge. I have received a lot of caring from him and he always helps me to develop and overcome my limitations to become a senior real estate professional. Through his sharing, I have changed a lot. The first thing to mention is to focus on building a personal brand associated with a high-end real estate brand, the second is that my image always appears in a neat and professional manner, whether at work or on online social. Mr. Dang is the motivation for me to be able to study, put in a lot of effort, and work every day to upgrade myself to become high-class and sell high-end real estate."



Mr. To Nhat Linh

Real estate consultant High-class apartments and luxury apartments

"I have improved a lot in knowledge and attitude to become more professional when meeting and consulting with clients. There is a sharing from Mr. Dang that I will never forget, a successful luxury real estate depends not only on its core values but also on the Consultants who directly share the message as well as the high level of the project to customers."



*We had to make every effort to create the best product
and service called our **Personal Branding***

*So let's change that birth into a **Legend.***

- Nguyen Le Hai Dang -