

PHONG L. NGUYEN

phongobongo@gmail.com • (714) 360-6584 • Austin, TX • www.iamphong.com • [Comprehensive CV](#)

PROFESSIONAL SUMMARY

Experienced professional blending a unique background in science and business. Former scientist with +10 peer-reviewed publications in leading scientific journals. Strong focus in R&D and product management of emerging technologies. Excels in team-oriented, interdisciplinary projects with a proven track record of working cross-functionally with engineers, sales, and supply chain.

EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

Master of Business Administration

May 2021

Awards: Merit-based Scholarship | Dual Concentration in Decision Sciences and Product Management

Extracurricular: Marketing Club Executive Cabinet | MBAA Student Life Executive Cabinet | Tech Design & Innovation Club

UNIVERSITY OF GEORGIA, Warnell School of Forestry and Natural Resources

Athens, GA

Master of Science, Forest Resources

Dec 2013

Bachelor of Science, Forest Resources

May 2011

Awards: Graduate Research Scholarship | Teaching Assistant Scholarship | HOPE Full Scholarship | Pell Grant Recipient | Dean's List

Extracurricular: Outstanding Graduate Student Travel Award | Best Graduate Student Presentation | Member of the American Fisheries Society | Xi Sigma Pi National Forestry Honor Society | UGA Water Polo | CWPA Scholastic Athlete

EXPERIENCE

DELL TECHNOLOGIES

Austin, TX

Product Manager—Global Transitions & BizOps

2021– Present

- Oversaw global product transitions of Dell's \$12B commercial desktop LOB. Reduced FY23 excess inventory by \$19.8M and operated \$2.4M under budget through collaboration with procurement, supply chain, engineering, and global sales.
- Coordinated across global demand planning and supply chain to reduce 2.1M units of risk (\$32M) from worldwide forecasts related to the global economic collapse due to COVID-19.
- Led MYOP planning and strategic alignment with regional executives on RUM targets via contract book that contributed to >200bps YoY share gain worldwide.
- Negotiated and secured \$16M of funding with industry partners to fund strategic growth programs.
- Developed new Power BI dashboards (sales KPI, commodity attach rates, sales attainment) that increased the accuracy and efficiency of reporting to senior-level executives.

PHISHBIZ CONSULTING LLC

Durham, NC

Founder and Owner

2018 – 2020

- Guided a premiere fish producer in Asia towards compliance with international standards for fish welfare in commercial facilities, which increased international export revenue by \$16M.
- Led team of experts in scientific studies that significantly improved fillet quality and yield of processed fish, which increased the price premium of fillets by 15%.
- Collaborated with a team of engineers and biologists to develop a custom electro-euthanization technology that reduced annual operation costs by over \$2M and enhanced fillet quality value by 75%.

SMITH-ROOT, INC.

Vancouver, WA

Product Development Scientist—Product R&D

2015 – 2019

- Co-developed and launched 3 new scientific products by leading product innovation, design, testing, and marketing.
- Developed and executed the GTM strategy for a new laboratory service that increased the company's annual revenue by 4% within the first year of launch.
- Led 7 interdisciplinary projects and authored 6 peer-reviewed scientific publications on emerging technologies.

ADDITIONAL INFORMATION

Fun Facts: Fishing and wildlife | Whisky tasting instructor | Water polo coach | Junior Olympic Swimmer | Photography

Activities: VP of Regional UGA Alumni Association ('18 – '19) | WSU Undergraduate Mentor ('16– '18) | Habitat for Humanity

Skills: Experimental Design | Effective Communication | Grant and Technical Writing | Adobe Creative Suite | Product Management | Research and Development | Computer Builds and Repairs | Fluent in Vietnamese