



## NGUYEN BICH VAN

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Partner,

vannb@bizconsult.vn

BIZCONSULT LAW FIRM

M +84 913231019

Hanoi, Ho Chi Minh City

[www.bizconsult.vn](http://www.bizconsult.vn)

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### RELATED EXPERTISE

- Corporate & Commercial
- Mergers & Acquisitions
- Real Estate
- Foreign Investment
- Taxation
- Market Analysis

### BIOGRAPHY

Nguyen Bich Van is one of the founder of BIZCONSULT LAW FIRM since 2002 practicing business consultancy profession. Before joining BIZCONSULT, Ms. Van has worked as Country Representative for British-based Can Build Company from August 1998 to September 2001. She advised on and participated in development of business and projects for construction materials and real estate projects of the company in Hanoi and other central business locations of Vietnam. Since January 1997 to December 2000, Ms. Van was acting as the only liaison contact point of Amoco Chemical in Vietnam to pursue the first Polypropylene project using feedstock of the Dzung Quat Refinery. From March 1995, Ms. Van served as an Executive Assistant at the Representative Office of the US based Amoco Exploration, the 4th largest oil & gas company in the world. She advised and analyzed on the market development and worked on documents and tender for oils and gas exploration projects of Amoco in Vietnam, mainly with PetroVietnam and other big foreign partners in this area. Since October 1994, Ms. Van acted as a Senior Executive to the Country Manager of Bougues Offshore, a leading French construction company for oil and gas industry. She participated in preparation of documents on bidding documents, approached and presented the projects with relevant authorities of Vietnam on the company's bidding documents. From October 1994 backwards, Ms. Van served as a Program Officer and Consultant at Ernst & Young, one of the world big six international auditing and accounting firms. During the time worked at Ernst & Young, Ms. Van counseled and provided effective services to foreign investors on a variety of business and investment aspects, namely conducting market research and site surveys on specific products, services; advising on and assisting clients in preparation of marketing and market penetrating plans; counseling clients on procedures and documents need to be prepared

for and assisting them in obtaining required approvals from Vietnamese authorities to their investment projects and business transactions in Vietnam.

Notable experiences Ms. Van has handled or participated as business consultant during her working at bizconsult:

- **Auchan:** A leading retail chain in France and Europe with operation in over 16 countries over the world. Auchan is expanding its operation in Vietnam remarking by nearly 20 retail supermarket in major cities/provinces.
- **Hanwha Chemical Corporation:** one of the biggest Korean corporation in petrochemical industry. A full survey and analysis on Vietnam Petrochemical Industry has been conducted by Ms. Van and her team.
- **Daiwa House Industry Co., Ltd.,** supporting client in pursuing investment opportunities in Vietnam real estate market.
- **Hyundai & Kia Motors Co., Ltd. and Hyundai Elevators Co., Ltd.** Assisting client in finding and evaluating eligible local partners for Vietnam projects.
- **Archimedes Insurance Global:** Supporting in acquiring shares of a local insurance company for jointly developing health insurance market in Vietnam.
- **Kanebo Cosmetics Ltd.** Assisting to obtain sales permits for Kanebo cosmetics in Vietnam;
- **Worthington Steel Industry Corporation.,** supporting in market overall assessment and organizing meetings with government agencies.
- **Toyota Tsusho Corporation.** Conducting market survey and analysis on processed meat in Vietnam. Organizing trial sales for throughout the country in all big supermarkets before Toyota Tsusho making final decision on Vietnam market. Today, Shinshu ham, bacon and sausage are becoming famous brand and popular in almost supermarkets in Vietnam with the manufacture locting in Dong Nai province.

#### AREAS OF EXPERTISE

- Corporate & Commercial
- Mergers & Acquisitions
- Employment & Labor Matters
- Real Estate & Construction
- Investment Projects
- Taxation
- Market survey and analysis

#### AWARDS AND RANKINGS

- “The Staff of Good Performance in the Year 2000 of Amoco’s Worldwide Staffs and Managers” awarded by Amoco Oil Exploration Corporation

ADMISSION/MEMBER

- Council Member of Gerson Lehrman Group (GLG);
- Eurocham Vietnam; Nordcham Vietnam.

EDUCATIONS AND TRAININGS

- Hanoi University, BA in English, Hanoi (1992);
- Financing & Accounting College, Chief Accountant, Hanoi (1992);
- Ernst & Young Auditing and Accounting Firm, In-House Training on International Basic Accounting and Accountants, (1994);
- Southern California University for Professional Studies, Master of Business Administration, Hanoi (2000);
- TUV, Public Relations, Hanoi (2004).