

Janney Tran

(+1) 437-236-6803 | janneytran200@gmail.com | [linkedin.com/in/janneytran](https://www.linkedin.com/in/janneytran)

EDUCATION

University of Toronto, Department of Management

Toronto, Ontario

BBA, Specialist in Strategic Management, Minor in Economics, concentration in Strategy, Governance and Society 2021 – 2025

- **Honors:** UofT One Scholar for Academic Excellence Recognition
- **Technical Skills:** Microsoft Office Suite, Power BI, Python, SQL, Jira, Tableau, Google Analytics, SharePoint, Copilot
- **Certificates:** Bloomberg Market Concepts, PMI Predictive Project Management, Google Data Analytics Certificate

WORK EXPERIENCE

DKSH Holding AG

Ho Chi Minh, Vietnam

Business Development Intern

May 2025 – Present

- Manage research/feasibility studies/market scan, evaluate findings and prepare information for decision-making
- Manage the negotiation process by preparing contracts, providing inputs on proper pricing and contract terms, identifying upselling opportunities and managing contract renegotiations with existing clients

CAD Railway Industries Ltd.

Toronto, Ontario

Business Operations Development Intern

May 2024 – August 2024

- Developed **4** key leadership programs for managers and frontline supervisors by researching industry trends, market dynamics and competitive landscape for the largest project within the GO Expansion Program
- Increased **70%** workflow optimization by using the Jira project management tool to define the project scope, establish a timeline, and identify deliverables and by assessing current operational processes, company budget, and goals
- Developed and evaluated over **20** data dashboards on workforce analytics in Tableau, presented key findings and data-driven recommendations to company executives.

Century 21 New Concept, Brokerage

Toronto, Ontario

Real Estate Administrator (Licensed by TREBB)

February 2023 – February 2024

- Streamlined **1.5k+** real estate transactions by coordinating showings, open houses, preparing offers and managing more than ten daily listings using real estate programs (Broker Bay, REALM, Toronto MLS Stratus)
- Leveraged strong Microsoft Excel formulas and automation skills to process deposit and commission cheques, invoices, and trades for agents, reducing processing time by **15%**.

University of Toronto, Department of Management

Toronto, Ontario

Marketing and Community Engagement Analyst

September 2022 – June 2023

- Increased newsletter open rates by **52%** through targeted email marketing campaigns, utilizing A/B testing and email segmentation, resulting in a **15%** boost in departmental website traffic from the newsletter.
- Arranged all cross-departmental collaboration with internal teams, external partners, and community members, allocated inventory and utilized Power BI for cost-benefit analyses to prioritize resources for over **20** events.

KPMG, Deal Advisory

Ho Chi Minh, Vietnam

Strategy Consulting Intern

May 2022 – August 2022

- Delivered **30+** macroeconomic reports, financial model analysis, and strategy formulation for Southeast Asian companies' expansion into the Vietnamese market in collaboration with strategy consultants and project managers.
- Initialized quantitative and qualitative research and provided in-depth scoring models for strategic decision-making
- Reported weekly project progress to Senior Partners from client meetings, facilitating effective communications between multiple parties and generated business plan initiatives for the Deal Advisory Department.
- Managed over **40** monthly deal advisory tasks focusing on M&A, commercial due diligence, integration, and separation projects with high accuracy and attention to detail, contributing to high project success and client satisfaction.

EXTRACURRICULARS

- **Core Competencies:** Project Management, Data Visualization, Analytical Thinking, Client Facing, Reporting & Analytics
- **Activities:** Scarborough Campus Students' Union, FinTech Society, Management Communications Association, DECA
- **Case Competitions:** Revive 2022; Ready, Set, Market; STRIVE Conference 2023; Eclipse 3rd edition.
- **Interests:** Creative Writing, Photography, Language Learning (French), Podcasts (Money Date & Ted Talks Daily)