

# Workshop for Women Entrepreneurs: How to Best Engage in International Trade

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 HANOI, VIET NAM

## SPEAKERS



**Chu Hong Minh**

Asian Development Bank



**Nguyen Thi Thu Trang**

Vietnam Chamber of Commerce  
and Industry (VCCI)



**Vincent O'Brien**

International Chamber of  
Commerce, UAE



**Nguyen Thi Vinh**

Tien Thanh Handicraft Wares  
Production Import Export Co., Ltd



**Bui Tu Ngoc**

Hanoli Joint Stock Company



**Mai Thi Dieu Huyen**

Vietnam Women Entrepreneur  
Council (VWEC)



**Tran Huyen Trang**

Entaid International Corporation  
JSC



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## ABOUT THE SPEAKERS



Chu Hong Minh

Senior Financial Sector Officer, ADB

Ms. Chu Hong Minh is Senior Financial Sector Officer of ADB. She has nearly 31 years of working experiences in the financial sector. Since 2008, she has been acting as sector focal for ADB's projects supporting the development of Viet Nam's financial sector, microfinance sector, small and medium-sized enterprises (SME) development, and financial inclusion promotion, among others.

Currently, she is leading the implementation of several support activities funded by Women Entrepreneurs Finance Initiative for creating an enabling environment, enhancing access to finance and capacity development for women-owned SMEs in Viet Nam. She is also engaged in the origination and implementation of private sector development loans, trade finance, and other advisory, capacity development support to banks and other financial institutions, which is largely aimed to enhance access to finance of SMEs and women entrepreneurs and expand inclusive and climate finance.



Nguyen Thi Thu Trang

Director of Center for WTO and International Trade (CWIT), VCCI

Ms. Nguyen Thi Thu Trang (PhD. at Law, earned in France) works at Vietnam Chamber of Commerce and Industry (VCCI) as Director of Center for WTO and International Trade (CWIT).

She has been playing leading role in advocacy activities of VCCI as to both domestic and international trade policies. She organizes all VCCI campaigns and drafts recommendations on behalf of Vietnam business community to Vietnam Government and Negotiation Delegations during crucial trade negotiations of Vietnam. She directly participated into the law-making process of crucial legal texts of Vietnam (such as Civil Code, Commercial Law, Competition Law, Enterprise Law, Investment Law, Labor Code etc.) as well as the domestic regulations to implement Vietnam's international trade commitments.

She is author of many publications, papers, articles on free trade deals, trade remedies, arbitration, trade policies, etc. The most recent is the "Guidebook for biz on EVFTA



Vincent O'Brien

Director, International Chamber of Commerce, UAE

Mr. Vincent O'Brien serves as Director of International Chamber of Commerce, United Arab Emirates (ICC UAE). He is also an Associate Director of the Institute of International Banking Law and Practice (IIBLP) in Washington DC, providing direction in application of ICC rules and practice. Vin is a Trade Facilitation Technical Consultant who delivers technical trade finance assistance in more than 100 countries for major banks, development institutions and governmental organisations.

He is also an Advisor on Innovation and Market Intelligence at China Systems Corporation, the leading global trade and supply chain finance solutions provider. Lastly, he is a Dispute resolution expert who has acted as expert witness and mediation advisor on major international cases.

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**Nguyen Thi Vinh**

Chairwoman of the BOD,  
Tien Thanh Handicraft Wares  
Production Import Export Co., Ltd

Ms. Nguyen Thi Vinh, was born in 1957 in a purely agricultural family in the countryside of northern Vietnam. With her own efforts, she graduated from university and worked at the Sales Department of Minh Khai Import-Export Company in Thai Binh City.

As the Chairwoman of the Board of Directors and General Director of Tien Thanh Handicraft Wares Production Import Export Co., Ltd., she cooperates with partner businesses inside and outside the province to export goods, contributing to creating jobs for 6,000-7,000 workers, mainly idle rural female workers. She invested and encouraged employees to study and improve their skills, hence, the company's handicraft products improved significantly, in terms of materials and designs. Due to this, the company's products gradually capture the market of fastidious countries.

The company expanded its market to several countries (e.g., Germany, US, Sweden, etc.). The expansion has created stable and long-term jobs for thousands of laborers, especially women, increasing their family's income and helping contribute to the growth of the Vietnamese economy.



**Bui Tu Ngoc**

CEO, Hanoli Joint Stock Company

Ms. Bui Tu Ngoc is the CEO of Hanoli Joint Stock Company - founded in October 2010 and the only company in Vietnam that imports and distributes greek olive oil and other olive products.

She took a course of Master of Education (TESOL) in Adelaide in Australia from 2000-2002 and was a Global Innovative Teacher in Philadelphia, United States, in 2006. She was the founder and CEO of Equest Academy, from 2003 to 2010. Her aim for running business is good education and better health.

She was rewarded the business woman of the year 2016 by SME Association of Vietnam. Further, her company, Hanoli, was rewarded as a Trusted Brand by Global GTA and Inter Conformity Vietnam 2016, 2017, 2018; and ranked the first in Vietnam market in importing and distributing olive oil.



**Mai Thi Dieu Huyen**

Vice Chairwoman, VWEC, VCCI

Mrs. Mai Thi Dieu Huyen graduated from Institute International Relations, Mrs. Huyen has 20 years working for VCCI. From 2001-2008, she worked for Bureau for Employers' Activities under Vietnam Chamber of Commerce and Industry. Since 2009, she has been working for Vietnam Women Entrepreneur Council (VWEC).

Mrs. Huyen has many experiences in different fields such as trade and investment promotion, working on employers/employees relationships, supporting and protecting legal rights of women entrepreneurs, providing policy recommendation and consultation, and among others. She was the coordinator of several projects and programmers' components on gender equality and women entrepreneurship development, enhance capacity for WEs, and harmonious labor relationship

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**Tran Huyen Trang**

Entaid International Corporation  
JSC

As CEO and Founder of ENTAID INTERNATIONAL CORPORATION JSC (ENTAID) CEO – Founder, Tran Huyen successfully established manufacturing lines for household and medical wet wipes that meets FDA standards of the US Food and Drug Administration and ISO9001: 2015 certificate of Bureau Veritas - France. ENTAID was one of the first three Vietnamese companies to successfully export antibacterial medical alcohol wipes to Fortune 1000 companies in the United States. ENTAID was one of the first wet wipes manufacturing companies to successfully create a Manufacturer account on the Alibaba platform. ENTAID is part of the top 3 household wet wipes products in Vietnam. Widely distributed in the domestic market at major supermarket chains nationwide as well as present on all digital shopping platforms.