

CHARLES A. LOPEZ JR., MBA, "Chuck"

- STRATEGIC PROJECT DEVELOPER: GLOBAL NGO'S
- ENTREPRENEUR
- TEACHER, TRAINER, COACH, MENTOR



EXPERIENCE & RESULTS

Twenty-eight years building networks and relationships in business centered around finance, sales, consulting, alternative project financing and for NGO's. During the past sixteen years, I built a strong network in the business, corporate training and education sectors in Vietnam. I help visualize strategy, to formalize ideas and goals, which bring results. I have in-depth experience handling extremely challenging times then leverage that into opportunity. I explore innovative approaches that sync business, training and education into new culture-centric business models which focus on core values and sustainability. I want to enrich people's lives by creating platforms that provide people opportunity.

Why Chuck?

- Market Intelligence Manager: "I find in him an excellent blend of an enabler and a thinker"
- Managing Director Technology Industry: "has been continuously demonstrating his high level of leadership."
- He takes experiential learning to a new level and really helps us understand the life of entrepreneurship
- Chuck is incredibly enthusiastic and positive about his subject matter. He has first-hand experience and is quite entertaining.

A Snapshot:

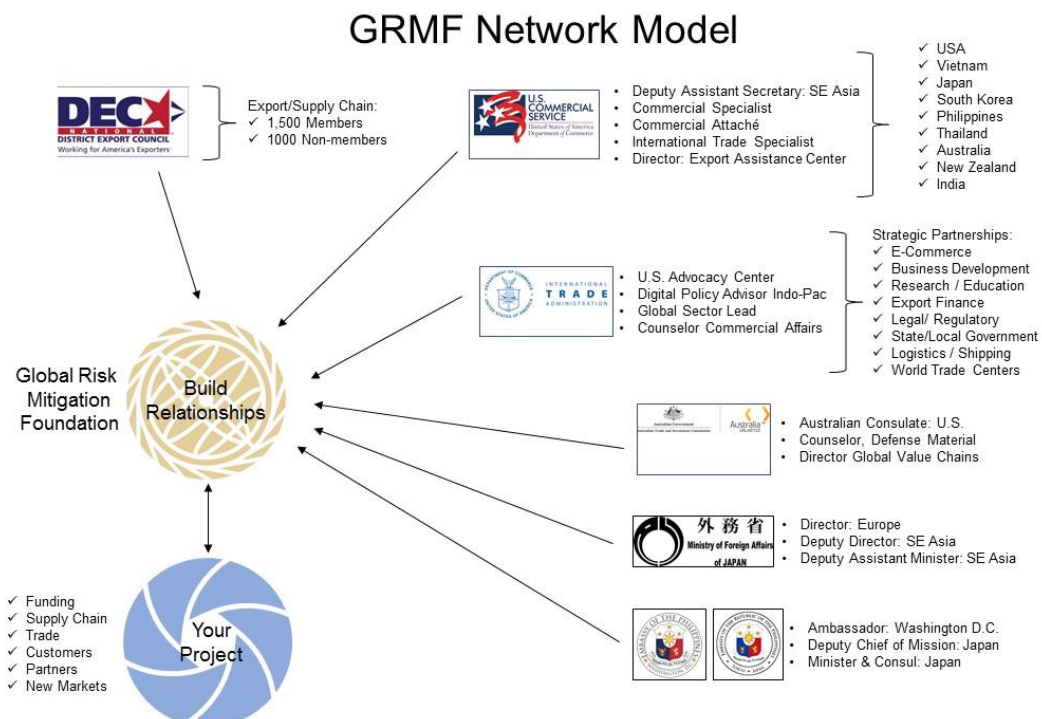
- Currently implementing business development for a global NGO, part of a global risk mitigation foundation based from Hawai'i, and their partner for-profit company. Effectively sourcing \$250M in project funding or support.
- Spent the past 10 years expanding a value network totaling 30 enterprises, business schools, universities, public schools and private individuals. Provided corporate training, teaching, coaching and tutoring to C-Suite executives, directors and their staff. Consider this the ripple effect of the network which you will benefit from.
- Alumni of the powerful and respected University of Hawai'i, Shidler College of Business. Our alumni network of 29,000 alumni spans 40 countries. I hold special ties with the 850 member, highly influential VEMBA Alumni Network in Vietnam by completing the AACSB accredited University of Hawai'i, Shidler College of Business, Vietnam Executive MBA program in 2009. I bridge these connections and turn them into value networks which helps you gain access to top business leaders.
- Grew a global network of professionals in banking, asset management, insurance, food and beverage, garment, print media, transportation management, travel industry, property, medical institutions, doctors, pharmaceuticals and project developers. Specialized setting up financial service offices in Malaysia, Singapore, Hong Kong, and Thailand and helped launch a Swedish international credit union. Pioneered new financing models, specifically for projects, in Vietnam.
- 13 years with American Express Financial Advisors in Hawai'i. Built direct AUM to \$30 million in investment assets and \$60 million in insurance assets. Growth of 275% and 296% respectively, over the same period. Also, part of a 3 man-team that created a new revenue model which consolidated assets and eliminated duplicative costs. The result produced a portfolio in excess of \$400 million in assets and insurance under management and increased cash flow by 20% to 25%. Proven financial success.
- Strong non-profit experience having served several positions on the Board of Directors in the USA for Lions Club International, Rotary International, a Past-President of the Hawai'i Island Chamber of Commerce and a Past-President and Director of BIAP/WHAF Organization. I give back.

To Summarize:

- Director Southeast Asia, non-profit foundation and sister for-profit company
- Financial Business Adviser and Analyst
- CFO AVIK Aviation Group
- Tutored 10 Vietnam Executive MBA program cohorts in both Managerial Finance and Accounting
- Currently teaching at the Shidler College of Business, University of Hawai'i at Mānoa, BUS345, BUS310 and MGT320
- Completed the Holacracy Training Workshop, facilitated by the founder of Holacracy.
- Conducted corporate business skills training at FPT, Mercedes Benz, TMMC Group locations, Viet Capital Bank, KMS Technology, ASWIG Solutions, Zuellig Pharma, Hapydy, Zaloka and CapitaLand
- Completed Zappos Culture Camp training and Customer Service Training.
- Corporate Training Director at Brighten Education, Vietnam
- IELTS Trainer at VATC/EQuest Academy
- Lectured at Smart Train Co., Ltd.
- Taught business courses at Thai Nguyen University and Brainbox-AEC/LCCI
- MBA Mentoring Program at RMIT
- Tutored hospital and university medical professionals

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NETWORK- Training and Education



UNIVERSITY OF HAWAI'I AT MĀNOA
SHIDLER
COLLEGE OF BUSINESS
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tada
Pharmaceuticals JSC



Teacher, Lecturer, Trainer & Tutor

- Shidler College of Business, University of Hawai'i Mānoa;
 - Statistical Analysis for Business Decisions BUS 310: Fall 2020, Spring 2020 and Fall 2019
 - Strategic Management BUS345: Fall 2020, Spring 2020, Spring 2019, Fall 2019 and Spring 2018
 - Fall 2017: MGT 320 Fundamentals of Entrepreneurship.
- Shidler College of Business, University of Hawai'i at Mānoa, Vietnam Executive MBA Tutorial: BUS 624 - Accounting for Decision Making 2009 – Present. 10 VEMBA Cohorts
- Shidler College of Business, University of Hawai'i Mānoa, Vietnam Executive MBA Tutorial: BUS 629 - Managerial Finance 2009 – Present. 10 VEMBA Cohorts
- Holacracy Training, Holacracy One, Amsterdam, June 2019
- Corporate Training, 2014 – Present. Created, structured and delivered personalized skill building courses focusing on Communication, Business English and professional skills development. Corporations requested soft skills emphasis. Launched programs at FPT, Mercedes Benz, Tam Tri Medical/TMMC Healthcare, Zuellig Pharma, ASWIG Solutions, VietCapital Bank, KMS Technology, Kieu An Group and CapitalLand. Some programs are on-going.
- VATC- EQuest Academy, 2014 – Present. Trained students for IELTS AND TOEFL examinations, focusing to improve scores or raising students to the next level or tier.
- International School, Thai Nguyen University, Thai Nguyen Province, Vietnam, March and April 2016. Trained the senior class in financial and accounting skills utilizing an activity based curriculum.
- Nguyen Hue High School, District 9, Ho Chi Minh City, 2014 – 2016. Conducted English based classroom skill development utilizing Oxford English Solutions Handbooks. Students increased skills in conversational and situational environments.
- Smart Train Co., LTD 2014 – 2015. Level F2: Management Accounting English for Accounting and Auditing. Trained short-term courses for working people and students of accounting, finance, audit and banking.
- Mam Non En Nho (Little Canary Skool) 2014 – 2016. Taught basic and introductory English skills and Life skills to children ages 2 - 5. Assisted in designing the curriculum delivery process, from ABC to 1-2-3.
- RMIT Internship Program Oct 2009 – May 2010. Trained two separate intakes of interns from RMIT over a 6 month period. Taught leadership skills and practical uses of business concepts for 21 interns from the RMIT Internship program, focusing on Sales, Marketing, Branding, IT and Finance.
- RMIT Mentorship/ RMIT MBA Program Nov 2009 – June 2010. One on one mentorship program in which I was paired up with an RMIT MBA candidate to assist in learning of business based skills on the examples set forth in the RMIT MBA program.
- AEC/Brain Box: Business Finance 1, Fall 2010: September – November, Spring 2011: March – April. Data Analysis, March 2011. Leading Organizational Change Spring 2011 April – May. Financial Markets Summer 2011: May – June. Human Resource Management 2011: July - August
- LCCI Examination Board -Accounting IAS Third Level, July-September 2011. Structured for suitable candidates working or preparing to work, in an advanced autonomous accountancy role to interpret financial statements in compliance with International Accounting Standards (IAS) and International Financial Reporting Standards (IFRS).

Professional

- Global Risk Mitigation Foundation / Vietnam Community Development, July 2016 – present. Director, Southeast Asia A 501(c)(3) nonprofit organization focused on the development of holistic, comprehensive risk assessments and solutions.
<https://www.globalriskmitigation.org/>
- Pacific Rim Defense, LLC, April Feb 2019 - present- business consultant, business analyst
- AVIK Aviation Group, CFO- Sept 2019 - present
- Brighten Education Vietnam, June 2015 – present. Corporate Training Director
- Caloday Connect / The Communication Training Company / Edge Up: 2009 – present. Owner/Partner, Business Development / Relationship Management
- Geo USA Associates Inc. (USA): 2013 - 2015. Owner/CEO/Partner
- T&C Ltd (Vietnam & BVI): November 2010 – APRIL 2013. Senior Executive
- Boston Vietnam (100% FIE): February 2007 – October 2010. Country Manager
- Asian Global Savings & Trust, Ek.For.: January 2006 - January 2007 Asian Global Capital SDN. BHD. Director
- SI Limited: March 2004 - January 2007. Head office in Hong Kong, branch offices in Malaysia, and Vietnam. Managing Director (November 2005 - January 2007)
- American Express Financial Advisors/IDS Financial Services, An American Express Company: December 1991 - February 2004. Management and Franchisee

The Regents of
The University of Hawai'i
on the recommendation of the Faculty at
University of Hawai'i at Mānoa
have conferred upon
Charles Arthur Lopez
the degree of
Master of Business Administration

with all its privileges and obligations

Given at Honolulu, Hawai'i, this fifteenth day of August,
two thousand nine

Viggo D. Hirdan
Chancellor

Howard L. Lau
Chairperson, Board of Regents



MRC Guenwood
President