

Long Nguyễn

Business Transformation Engineer · Solutions Engineer · AI Automation

Microsoft Certified (AZ-900 · AI-900 · PL-900 · AZ-104 · AI-102) — Founder & Technical
Director who built and sold a commercial ERP.



SCAN FOR LIVE RESUME
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PORTFOLIO
resume.hoanglongintech.com

COMPANY
hoanglongintech.com

LOCATION
Hanoi, Vietnam

AVAILABILITY
On-site · Hybrid · Remote

OPEN TO ROLES

- Solutions / Pre-Sales Engineer
- Digital Transformation Consultant
- ERP Implementation Consultant
- AI Automation Specialist
- IT Business Analyst
- Technical Account Manager / CSM
- Full-Stack Developer
- International-Facing Roles

LANGUAGES

GB **English** — Fluent (7 years in Australia)

VN **Vietnamese** — Native

EDUCATION

BSc Information Technology
In Progress
Hanoi Open University — formalizing years of hands-on engineering.

High School — Eynesbury College
Graduated · Adelaide, Australia
Seven years of schooling in Australia; began tertiary study there (paused for family circumstances).

PROFESSIONAL SUMMARY

Software engineer and business owner with a rare triple perspective: customer, owner, and engineer. Raised and educated in Australia for 7 years (fluent English), I returned to Vietnam to lead my family's 25-year-old printing & packaging business and rebuilt it with technology I designed and wrote myself — a commercial ERP (licensed to other printing companies), a multi-agent AI orchestration platform, automated marketing pipelines, and AI call intelligence. Microsoft certified across Azure, AI and Power Platform, seeking Solutions Engineer, technology consulting, or AI automation roles.

I don't just write software — I've run the business it serves. I turn real business problems into production systems that pay for themselves.

25 yr

family business transformed

8+

production systems built

4,700+

orders managed by my ERP

7 yr

living & studying in Australia

PROFESSIONAL EXPERIENCE

Founder & Technical Director 2018 – Present
Hoàng Long InTech — Printing & Packaging, Hanoi

- Lead the family's 25-year B2B printing and packaging business serving industrial clients across Vietnam.
- Designed and built the company's entire technology stack solo: commercial ERP, multi-agent AI orchestration, automated marketing pipeline, call transcription, and recruitment automation.
- Commercialized the ERP — now licensed and in production at other printing companies.
- Founded the software solutions arm, delivering custom business software and AI automation for external clients.
- Managed advertising budgets, a 155+ lead B2B CRM, and a production pipeline of 4,700+ manufacturing orders.

Real Estate Sales Consultant 2016 – 2017
Vietstar Land, Hanoi

- Advised clients on residential and commercial property investments; consistently met quarterly sales targets.
- Built strong consultative selling, needs-analysis, and client communication skills.

Operations — Family Printing Business 2015 – 2016
Hoàng Long Printing, Hanoi

- Returned from Australia to support the family business; learned manufacturing operations end-to-end — quoting, production coordination, client management.

MICROSOFT CERTIFICATIONS

- AZ-900 · Azure Fundamentals ✓ CERTIFIED
- AI-900 · Azure AI Fundamentals ✓ CERTIFIED
- PL-900 · Power Platform ✓ CERTIFIED
- AZ-104 · Azure Administrator ✓ CERTIFIED
- AI-102 · Azure AI Engineer ✓ CERTIFIED

SKILLS

MICROSOFT & CLOUD

- AzurePower Platform
- Microsoft 365Power Automate
- Linux · Nginx

AI SOLUTIONS

- AI AgentsLLM IntegrationRAG
- Azure OpenAIWhisper STT

ERP & BUSINESS

- ERP DevelopmentManufacturing
- Production PlanningCRM
- Process Analysis

EXCEL, DATA & REPORTING

- Excel (Advanced)VBA Macros
- Microsoft AccessMySQL / SQL
- Dashboards

ENGINEERING

- PHPPythonNode.js / TS
- FlutterReactREST APIs

DEVOPS & AUTOMATION

- Workflow AutomationGit
- DockerCI/CD

LEARNING ROADMAP

- 1 · Foundations ✓ — Python, Git, Docker, AZ-900
- 2 · AI & Power Platform ✓ — AI-900, PL-900, Copilot
- 3 · Professional ✓ — AZ-104, AI-102
- 4 · Architecture — Azure DevOps, AI Foundry, Enterprise Architecture

FEATURED PROJECTS

Commercial ERP & Manufacturing Management SystemPHP · MySQL · Bilingual UI

Full ERP built from scratch for printing-industry workflows: quoting, design approval, production planning, job tracking, inventory, accounting. [hoanglongintech.com](#)

- Runs the entire company — 4,700+ orders, 2,200+ jobs, 8,500+ products — and was sold to other printing companies.

AI Manufacturing Operating System — HermesPython · Multi-Agent · LLM · Telegram

Central AI agent operating the business autonomously: 15+ cron-orchestrated jobs, 40+ skill modules, sub-agent delegation, persistent memory.

- Business runs semi-autonomously; flagship project evolving toward Azure, Power Platform and Azure OpenAI.

AI Sales & Lead Generation PlatformTypeScript · React · BullMQ · Playwright · LLM

End-to-end B2B pipeline: scrapers discover prospects, queues manage workload, local Qwen LLM scores each lead, React dashboard prioritizes calls.

- Built a 155+ lead B2B pipeline automatically with AI scoring focusing sales effort where it converts.

AI Social Media Automation PlatformPython · Flask · Playwright · FFmpeg · Buffer

Dual-mode AI content pipeline (media-first / content-first with GPU image generation) publishing branded posts across five channels.

- Always-on, on-brand presence across 5 channels with near-zero manual effort.

AI Call Intelligence PipelinePython · Whisper/PhoWhisper · Pyannote · GPU

Call recording → transcription → speaker diarization; benchmarked 5 ASR models for Vietnamese; control panel for batch processing.

- Every call becomes searchable text with speakers identified — follow-up tracking and quality review enabled.

Werewolf — Multiplayer Social GameFlutter · Dart · Real-time

Cross-platform social deduction game: real-time multiplayer, role-based gameplay. [werewolfuntold.hoanglongintech.com](#) · [werewolfplay.hoanglongintech.com](#)

- Shows product thinking, UX design and real-time systems beyond enterprise software.

WHY WORK WITH ME

Business + Engineering in One Head

I've been the customer, the owner, and the engineer — I design systems that solve the real problem, not the ticket.

End-to-End Solo Delivery

From requirements to production: architecture, code, deployment, and the operations playbook that keeps it running.

Bilingual, Cross-Cultural Professional

Fluent English from 7 years in Australia — comfortable with international clients, vendors, and documentation.

AI-First on the Microsoft Stack

Five Microsoft certifications and production AI systems already running a real manufacturing business.

CAREER JOURNEY

- 2008–2015 School & college in Australia
- 2015–2016 Family printing business — operations
- 2016–2017 Real estate sales — Vietstar Land
- 2018–now Leading & digitizing Hoàng Long InTech
- 2023–now AI transformation & client solutions
- 2026 Microsoft certification path completed