

Your Fintech Future Careers in Data and AI

Agenda



Time	Topic
15:00 – 15:10	UTS and UTS College overview
15:10 – 15:20	The Fintech industry in Vietnam by Vinh Tran
15:20 – 15:45	Skills Workshop by Vinh Tran
15:45 – 15:55	Open Q&A with Vinh Tran and Jasmine Cheng
15:55 – 16:00	Lucky draw

UTS and UTS College overview



UTS

UNIVERSITY
OF TECHNOLOGY
SYDNEY

Our vision is to be a leading public university of technology recognised for our global **impact**.
We are UTS.

UTS at a glance



More than **45,000** students in 2019, including **15,134** international students



Established in **1988**



#1 young university in Australia – 2019 QS Top 50 Under 50 Ranking and Times Higher Education Young University Rankings



150+ undergraduate and **250+** postgraduate courses across traditional and emerging disciplines

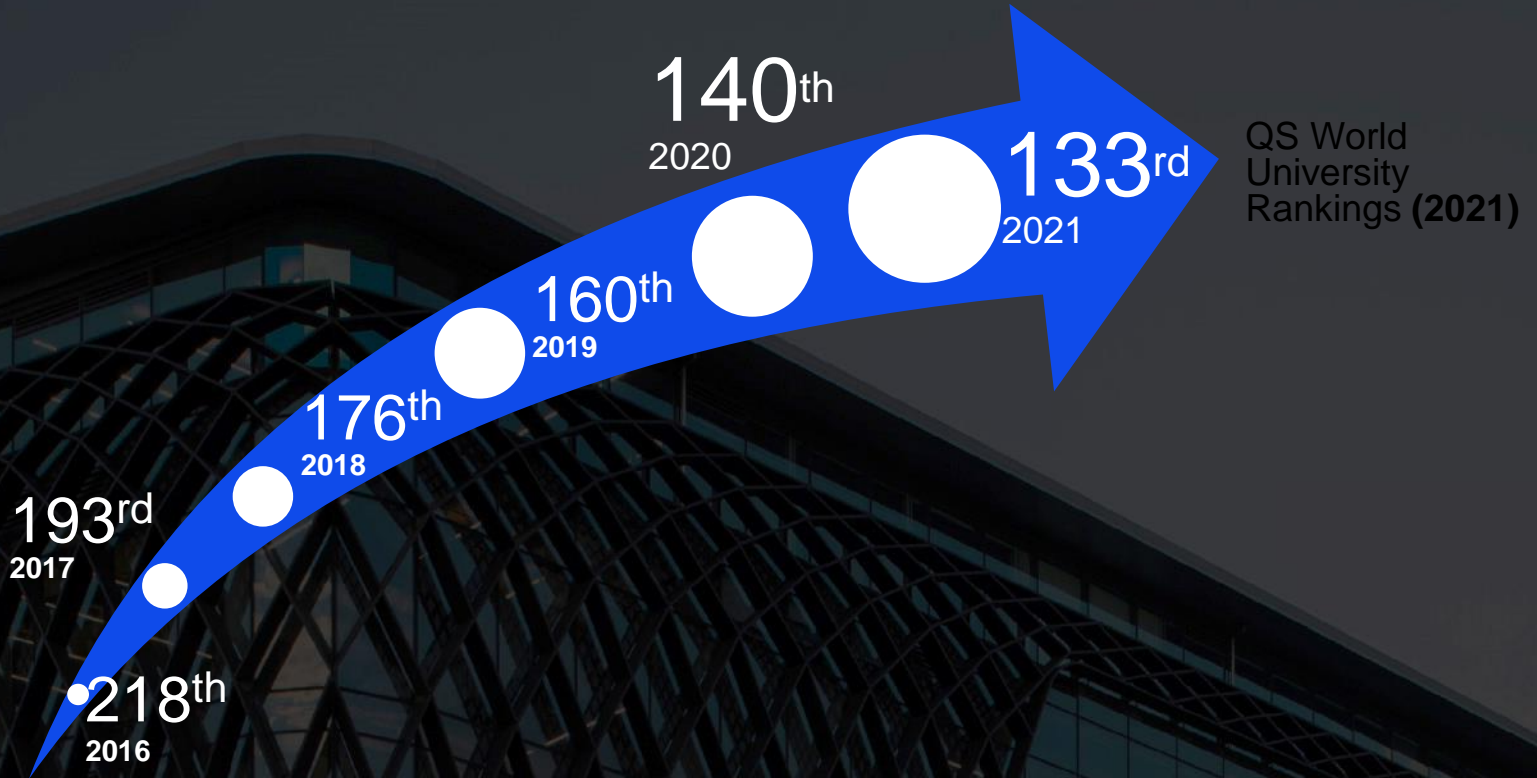


210,000+ alumni living in **140+** countries



5 locations (Broadway, Haymarket, Blackfriars, Botany and Moore Park)

We have consistently climbed all major rankings



Located in Sydney



UTS Campus

Town Hall

Harbour Bridge

Central Station

Opera House

#9 Best
Student City
in 2019 (QS)

#2 city for
innovation in the
Asia-Pacific
region
(Solidiance)

Multicultural
city: 39% of
population born
overseas

NSW is the startup
capital of Australia,
home to almost
50% of all startups

#11 Most liveable
city (Mercer 2019)

UTS Rankings

No.

1

in Australia for universities under 50 years of age in the QS World University Rankings® Top 50 under 50 2020

No.

1

in Australia for universities under 50 years of age in the Times Higher University Rankings 2021

No.

11

in the world for universities under 50 years of age in the QS World Rankings® Top 50 under 50 2021

No.

9

in the world for universities under 50 years of age in the Times Higher Education Young University Rankings 2021

No.

69

in the world and 7th in Australia for graduate employability in the QS Employability Rankings 2020

Top

160

universities in the world in the Times Higher Education Rankings 2021

No.

133

in the world in the QS World University Rankings® 2021

Rated Five Stars



in the international QS Stars University Ratings™ 2018-2021

Disciplines

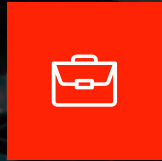
We conduct research and offer **150+ undergraduate** and **240+ postgraduate** courses across traditional and emerging disciplines:



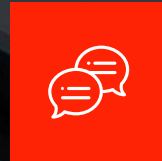
Architecture



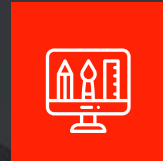
Built environment



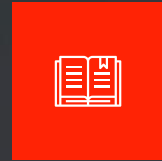
Business



Communication



Design



Education



Engineering



Health



Information technology



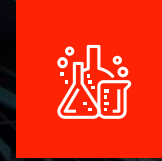
International studies



Law



Nursing



Science & Mathematics



Transdisciplinary innovation

Skills for the future of work



Digital literacy



Problem-solving skills



The ability to work across disciplines



Interpersonal skills

strong industry links

Our Advisory Board is an elite panel of entrepreneurs, company directors and executives from some of the world's most powerful companies and organisations. Over 50 Adjunct Professors bring extensive practical experience to teaching with guest lectures, live case studies and projects

Our U/G Business and Professional industry placement internships provide real-world experience and an opportunity to put theory into practice
Our programs are developed/designed in consultation with industry/business leaders and associations



Student prizes and scholarships are funded by industry partners and associations

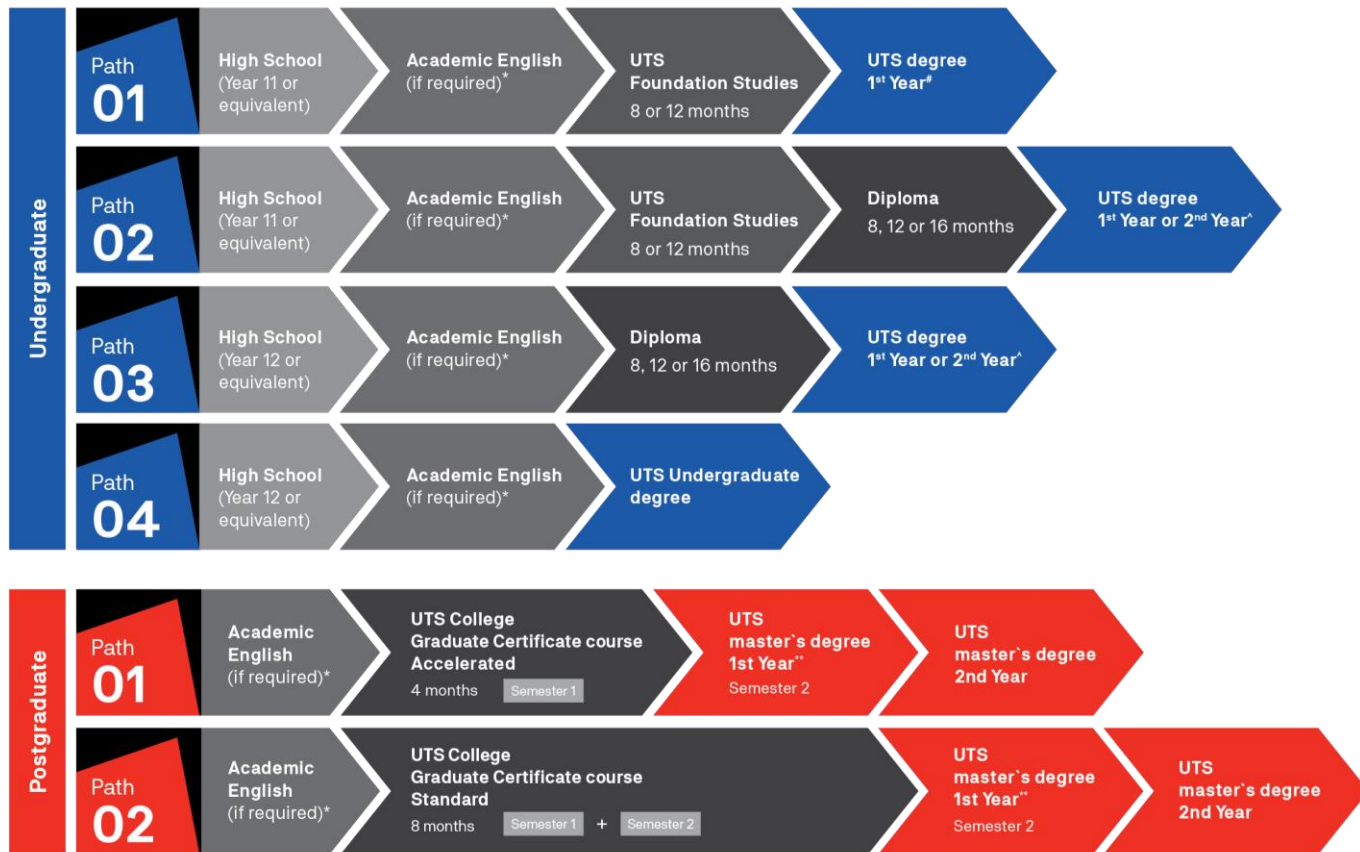


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UTS College Pathway to UTS

UTS College offers direct entry into a UTS Fintech-related degree





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Fintech industry in Vietnam

By Vinh Tran
Program Manager - Business
UTS College

Why Fintech

- **Growing demand** for Fintech workers
- Vietnam has an **increasingly connected population**
- **Greater demand for financial technologies** (fintech) like digital payments, cryptocurrencies and blockchain.
- **Vietnamese companies** in e-commerce and financial technology are **actively seeking employees** for existing and future job vacancies.

Why Fintech

The image features a background with a world map composed of binary code (0s and 1s) and various digital icons like a person, a cloud with a download arrow, and a smartphone. The main content consists of four blue circles with white text, arranged in a roughly circular pattern. The circles are connected by thin white lines, suggesting a flow or relationship between the concepts. The text inside the circles is: 'Growing demand' (left), 'Connected population' (top), 'Greater demand' (right), and 'Employees in demand' (bottom).

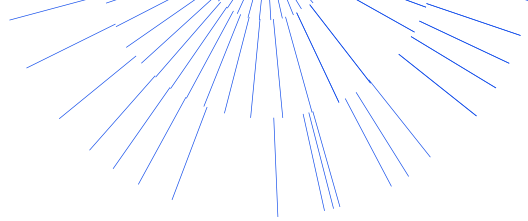
**Growing
demand**

**Connected
population**

Greater demand

**Employees
in demand**

Fintech salaries by profession



AI Developer

- **Entry level:** 10 mil VND per month
- **Senior:** 30.5 mil VND per month
- **Average:** 20 mil VND per month



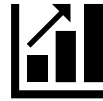
Software Engineer

- **Entry level:** 8 mil VND per month
- **Senior:** 27 mil VND per month
- **Average:** 17 mil VND per month



Data Analyst

- **Entry level:** 7 mil VND per month
- **Senior:** 25 mil VND per month
- **Average:** 16 mil VND per month



Online Banking Manager

- **Entry level:** 18 mil VND per month
- **Senior:** 50 mil VND per month
- **Average:** 33 mil VND per month



Financial Compliance Analyst

- **Entry level:** 10 mil VND per month
- **Senior:** 29 mil VND per month
- **Average:** 19.2 mil VND per month



Blockchain Software Developer

- **Entry level:** 7 mil VND per month
- **Senior:** 23 mil VND per month
- **Average:** 15 mil VND per month

Fintech shaping future career trends

**2020-2025
skilled IT
worker growth**

2 million jobs
created in
computing, maths
& engineering

New jobs created
for mobile apps &
3D game design

Telecommunications
boom creating
profound change

**Competitive
advantages**
in the digital era

Skills in-demand



Blockchain and Distributed Ledger Technology



Financial Services Regulation and Compliance



Software Engineering and Data Science



Cybersecurity



Data Analytics



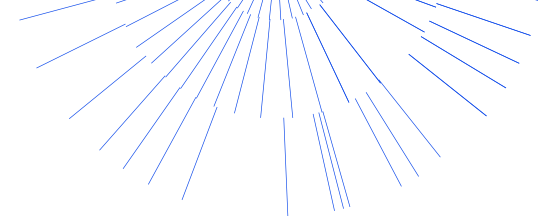
Artificial Intelligence

Leading Fintech's in Vietnam



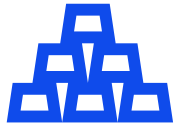
**From 2017-2020
new Fintech's
in Vietnam
grew by 170%**

Value of Fintech industry in Vietnam



Fintech's quadrupled!

In the past 3 years, Fintech's in Vietnam have nearly quadrupled!



USD\$9 billion

estimated current market value

Fintech growth in Vietnam

↑ 20%
increase

e-commerce vacancies

↑ 10%
increase

Fintech job openings



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Welcome to the workshop

Hosted by Vinh Tran
Program Manager Business
UTS College

Data Analytics

Congratulations!

You have just won a prize.
You are given 2 options to receive the prize,
you can **choose only one**.

Option 1

You can receive 100 million VND
from me right now in cash.

Option 2

You can receive 500 million VND
from me in 6 months.

**Which one will
you choose
and why?**

**What other information
could be useful
for you to make the
decision?**



Data Analytics

It depends...

What other information could be useful for you to make the decision?

Who am I?

What job do I have?

What is my salary?

How likely am I able to pay you in 6 months?

How much assets do I have?

Have I ever missed a payment?

Who are my friends?

Have I done something like this for others?

Data Analytics

- Data analytics is the science of **analysing raw data** in order to **make conclusions** about that information.(*)
- **Data analysts** exist at the intersection of *information technology, statistics* and *business*. They combine these fields in order to **help businesses and organisations succeed**.
- The techniques and processes of data analytics have been **automated** into mechanical **processes and algorithms** that work over raw data for human consumption.

(*) <https://www.investopedia.com/terms/d/data-analytics.asp>



Data Analytics and AI

Now,

let assume you **have chosen 100 million VND.**

Next decision you need to make:

**What should I do with this
money to get the most money
back in the future?**



Data Analytics and AI

Now, let assume you have chosen 100 million VND.
Next decision you need to make:

Ask my parents to
keep it for me

Buy shares on
stock market.
Which company?

Lend money to
my best friend.
Who are they?

Put all in the
bank's savings
account

Use this for my
education

Buy a new iPhone

A combination of
a few options

**Where should I invest this
money in to get the most
money back in the future?**



Data Analytics and AI

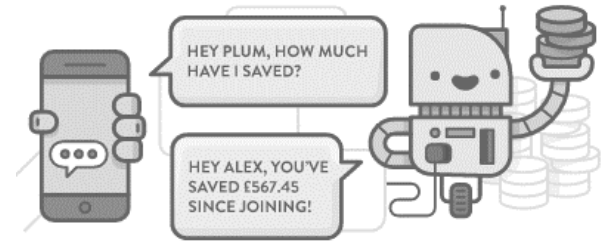
Personalised banking.
Not just for the rich.

Predictive
recommendations on
investments.

Risk management at
scale and lower cost.

More accurately
predict the future.

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Open Q&A



From UTS College Sydney campus:

Vinh Tran

Program Manager - Business

Jasmine Cheng

Program Manager - Engineering & IT



Thank you

Contact us

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