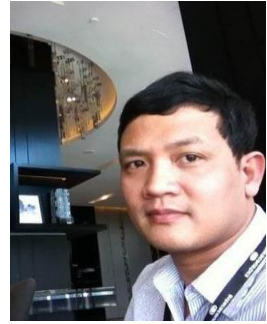


RESUME



Position: SM, RSM
Work place: Hanoi and Province
Working day: Negotiation

I/ PERSONAL INFORMATION

Name:	Nguyen Thanh Nam	Tel:	[REDACTED]	Email:	[REDACTED]
Birthday:	15/06/1977	Sex:	Male	ID:	022077003991
Birth place:	Quang Ninh Province	Height:	1m67	Issued by:	Police of Hanoi
	[REDACTED]	Weight:	66kg	Issued date:	24/07/2021
Residence: 7,2ha Zone, Vinh Phuc ward, Ba Dinh district, Hanoi city, Vietnam					
Contact add: H1 Building, Energy Institute collective, Trung Tu ward, Dong Da district, Hanoi city					
Contact person: Do Quynh Trang			Tel:	[REDACTED]	Relationship: Wife

Expertise, Experience and Achievements

- More than 19 years working in the medical field (pharmaceuticals, dietary supplements and medical devices, clinical management software), in which, over 8 years of middle managers, and over 8 years of senior managers
- Planning and always working as planned.
- Ability to work independently and build a good team
- Ability to set up business system. Build and deploying new products on the nationwide.
- Focus on customers and humans
- Be proactive at work to limit risks at minimum level.
- Acquiring new points to create a competitive advantage for products and services
- Good negotiation and presentation skills
- Good training skills (product and selling)
- Normal english
- Proficient in using Microsoft office

II/ EDUCATION

Period	School	Level	Stype	Education
1996 - 2000	Hanoi Institue	University	Bachelor	French language
2000 - 2004	Foreign Trade University	University	Bachelor	Foreign economic
1998 - 2000	Hanoi Institue		Certificate	English language
2000	Hanoi Institue		Certificate	information

III/ WORKING PROCESS



MEDRING VIETNAM INTERNATIONAL

From: 1/2022 to now

Position: Sales manager

Main duties and Achievements:

- Research & analyze market, competitors and trend, regulation
- Advise business strategy to the BOD and plan sales strategy, target and allotment per staff
- Build selling price, promotion and business campaign, ...
- Deploy sales plan, expanding market, supervise and support sales staff to achieve sales target
- Build selling process, customer support process, KPI and sale system
- Build strong relationships with target clients and key partners: hospitals, and medical centers, related agencies,...
- Maintaining and refreshing partners, customers, key person and handle arising issues with relevant authorities.
- Manage directly sales team and CS team with 6 staffs
- Advise and Report directly to BOD and proceed other tasks are assigned by the BOD



ROSIX PHARMACEUTICAL

From: 4/2014 to 3/2021

Position: Managing Director

Main duties and Achievements:

- Setup system, structure, policy, culture of the company
- Business planning, financial balance in short, medium and long term strategies
- Operating and managing a staff of over 50 people and building a wide distribution system in nationwide
- Negotiating and signing contracts with strong brands such as: ALLNATURE (USA), Dzovit (Poland), Aflofarm (Poland), IRATI INTERNATIONAL (France), DFI (Korea), UNISON Laboratoires (Thailand), VESTA and University of Pharmacy (Vietnam), ..
- Build strong relationships with hospitals, and medical centers, related agencies,...
- Maintaining and refreshing partners, customers, key person and handle arising issues with relevant authorities.



QUANG DUC HEARING SERVICE CO., LTD

From: 4/2011 to 2/2014

Position: RSM

Main duties and Achievements:

Main duties and Achievements:

- Planning and allocating targets and reporting directly to the Director.
- Deploying and planning tender (audiology equipments) directly to each hospital and medical centers. Turnover reached over 8 billion vnd/year (300% growth).

- Deploying hearing aid selling to hospitals, Red Cross organizations, centers for children with disabilities, etc. Revenue reached over 2.2 billion/year (160% growth)
- Collaborating with Marketing department to deploy programs and marketing activities to amovate business activities.
- Nominated by leader for annual professional training abroad at major firms INTERACOUSTICS (Denmark), WIDEX (Denmark), SIEMENS (Germany)
- Responsible for recruiting and training the staff under their management
- Ready travelling, supporting staff to work directly with dealers and hospital partners
- Developing KPI criteria and internal culture for Hanoi branch.
- Upding directly to director about business results, competative products and analysis of market index



PHU HAI MEDICAL EQUIPMENT JSC

From: 11/2008 to 4/2011

Position: RSM

Main duties and Achievements:

Main duties and Achievements:

- In September 2018, appointed as RSM (responsable to Hanoi, Central and Highlands): expanding, exploiting and developing new markets from Quang Tri to Gia Lai, Highlands and Lam Dong. Managing directly 2 ASM and 18 staff.
- Revenue growth reached 4 billion/month (equivalent to 50% of national revenue) in Dec, 2010
- Planning and allocating targets per each area
- Responsible for recruitment and training to new staff.
- Building team spirit based on business culture
- Updating directly to National manager about business results, competative products and analysis of market index



GYNOCARE Firm - Chile

From: 01/2006 to 10/2008

Position: ASM

Main duties and Achievements:

Main duties and Achievements:

- Managing and exploiting all business activities in Hanoi area (5 sale Rep). Promoting and developing the product line of Gynocare firm (Chile); Gnestron, Estraceptin, Drosperin, ...
- Monthly revenue growth reached 900 million vnd in October, 2008 (equivalent to 1/4 of national sales). Coverage reached 800 sale points.
- Responsible for recruitment and training to new staff.
- Building team spirit based on business culture
- Travelling often to field, analyzing and supporting the sales team on products knowlege, selling skills, etc...
- Evaluate subordinates in the system by KPI criteria.

**Mega lifesciences Ltd**

From: 2002 to 01/2006

Position: OTC staff

Main duties and Achievements:

- Responsible to selling and products presentation in Dong Dam Thanh Xuan and Ha Dong districts
- The average revenue always achieved over 95%. Got reward "Best Seller" in two continuous years.
- In June, 2005, promoted to Team Leader - responsible for Medicap products line (team of 3 person)
- Deploying and developing new Medicap products: NNO, Vitamin E, ENAT, Acnee, Livolin, Biloba,..
- Allocating targets per sale rep.
- Analyze and evaluate market fluctuations, competitors and report directly to Supervisor (ASM)
- Product training and sales skills to new employees.
- Building team spirit based on business culture
- Travelling often to field, analyzing and supporting the sales team on products knowledge, selling skills, etc...
- Collaborating with MKT department to timely deploy the promotions to customers and dealers

**EXOTISSIMO Travel**

From: 09/2000 to 2002

Position: Collaborator

Main duties:

- Tour guide as Collaborator in French
- Improve language knowledge
- Learning diplomas course at the Foreign trade university of Hanoi

Family information

- Mother: Vu Thi Xoan, retirement
- Big sister: Nguyen Thi Huong Giang, Deputy director of Ha Noi branch - EXOTISSIMO Travel
- Wife: Do Quynh Trang, Chief of accountant -Sunshine Mart (Sunshine Group)
- Son: Nguyen Thanh An, Marie Curie High School
- Daughter: Nguyen Mai Lien, Kim Lien school

Ha Noi, Jun 05, 2023

Nguyen Thanh Nam