



NGUYEN DUC TOAN

Pharmacist



01/08/1994

Male

0386.626.008

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274 Le Duan Street Ha Noi

SKILLS

Work under high pressure

IELTS Overall Band Score 6.5

Presentation

Teamwork

Sales skills

IT: Word - Excel - PowerPoint

HOBBY

Play Guitar

Reading Book

Travelling



EDUCATION

TU KY HIGH SCHOOL - HAI DUONG CITY

8/2015 - 7/2016

HANOI UNIVERSITY OF PHARMACY

7/2012 - 6/2017

Pharmacy business management

Graduated



EXPERIENCE

Novartis Pharmaceuticals Corporation

11/2017-12/2018

Position: Medical Representative (Alcon Brands - ophthalmic products)

Achievements: - Enhanced presentation skills and interpersonal skills

- Skilled at NCSM (Novartis Customer Solution Model) and objection handling.
- Improved clinical knowledge in term of clinical-based medicine
- Good selling skill and able to deal with customers
- Excellent communication skill; good analytical and planning skill
- Commercial and business awareness

Abbott Laboratories SA

1/2019 - Now

Position: Medical Representative

Achievements: Improved selling skills, completed "school sale" course

Gain deeper knowledge about classifying customers in order to establish better relationship with HCPs



ADDITIONAL ACTIVITIES

TUTOR CLUB OF THE UNIVERSITY

10/2012 - 8/2014

Position: Member

PHARMACEUTICAL INSTITUTE - SCIENTIFIC RESEARCH IN

3/2015 - 10/2015

PLANT PROCESSING THE "TAM THAT HOANG" AND "THAT NGU

DIEP" GINSENG

Participate with the guidance of Dr Nguyen Minh Tu



TARGET

Contribute to the company development as well as perfecting myself.

Long-term commitment to the company and bring the distinct values.