

CURRICULUM VITAE

PERSONAL INFORMATION

Name: **HOANG NGOC NAM**
Nationality: Viet Nam
Hometown: Thanh Hoa
Date of birth: 17/10/1994
Gender: Male
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SELF VALUES

I am recommended to be the self discipline, self confident person and successful in making relationship with customer. I love to experience in business area so that I can have many opportunities to improve myself and bring a large amount of value to customers and companies.

EDUCATION

2009 – 2012: Hoang Hoa 4 High School
2012 – 2017: Hanoi University of Pharmacy (majoring in Pharmaceutical Industry).

EXTRACURRICULAR ACTIVITIES

- Oct 2012 – Sep 2015:** A member of Hanoi Association of Young Blood Donor Recruiters
- Conducted programs such as: Red Before New Year's Eve, Grateful Red Drop
 - Took part in voluntary activities in National Institute of Hematology and Blood Transfusion.
 - Partook in Blood Donation events at university, My Dinh Stadium.
- Dec 2012 – Sep 2015:** Chairman of Vietnamese Student's Association of the class:
- Disseminate student union plans to class members.
 - Coordinate with the student union to organize activities of the school such as: Fun – Healthy – Clever, Welcome ceremony
- Oct 2012 – Dec 2017:** A member of Hoang Hoa 4 high school former students group:
- Help hold annual new year meeting for Hoang Hoa 4 highschool students.

PERSONAL EXPERIENCE:

- Worked as a tutor for primary, secondary and high school pupils for 4 years.
- Medical Representative at Cam Ha Company from May 2017 until July 2017: Responsible for market development at Bach Mai hospital. Achieved 100% compare to the target and building good relationships with doctors in gastroenterology and musculoskeletal joint departments, organizing product introductions.
- Sales Executive at TNT Medical Company from July 2017 until now
Now: Responsible for market development at 20 hospital such as: Thanh Nhan, National Lung hospital, E hospital,...etc. Achieved 100% compare to the target and building good relationships with Supplies - Equipment Division and Department of Pharmacy.

STRENGTHS:

- Good communication and persuasion skills, able to do presentations well
 - Hard working, persistent, enthusiastic, high responsible for my work
 - Having crystal clear goals to advance to and having high determination to take action and follow through
 - Able to work very well both in teams or independently
 - Good active listening skills, always willing to share if possible
 - Able to work under high pressure and strict deadlines, able to adapt well and easily with new environments
 - Able to use softwares such as: Photoshop, Word, Excel, Power Point
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