



LE DUC THO

Date of birth: 21/03/1993

Phone: 0966.006.807

Email: leductho2103@gmail.com

Address: C3/24H Binh Hung Ward, Binh Chanh District, Ho Chi Minh City, Vietnam

Website: <https://www.facebook.com/tho.phatxit>

OBJECTIVE

Take advantages of sales skills & experience and understanding of pharmaceutical market to become a professional Sales Staff and bring lots value to Customers. From that, I will contribute to development of company.

EDUCATION

UNIVERSITY OF MEDICINE & PHARMACY OF HCMC

Aug 2011 - Aug 2016

Major: Pharmacist

GPA: 7.28

WORK EXPERIENCE

SERVIER VIETNAM

Oct 2016 - Present

OTC Medical Representative

My products:

- Daflon leading Vein chronic disease's treatment market.
 - Diamicron MR60: First use for diabetes type 2
 - Arcalion: special mechanism in treating stress.
- Field: District 4, Tan Phu, 5, 8, 1, 7.

My responsibilities:

- Approach the customers, making relationship with all appointed customers.
- Set up and manage customers's profile, develop potential customers; raise customer's awareness about disease, treatment.
- Advise and introduce these products to over 300 customers.
- Develop and implement sales, marketing strategies.
- Follow up and help customer meet the progress.
- Co-operate with other departments: Training, Marketing, HR.

My achievements:

- Over the target: 106% (C1-Y1617), 122% (C2- Y1617), 109% (C1-Y1718).
- Have good products knowledge, very good communication skill, good networking skill, good analytical and planning skill.
- Work effectively in team or individually.

ACTIVITIES

Project team

2016 - 2017

Organizing committee

- Worked together to become flexible team that appeared in all events of Servier
- Organized the "I love contest" for all HCM field forces- one of the most successful ever.
- Master of Ceremony in honor night in TAIWAN

Servier football match

2016 - 2017

Organizer

Prepared all needed things for friendly match in Cycle meeting: found the match, contacted supplier, created the rule, plan to follow up,...

Pharmacist continuous education 2014 - 2016

Master of Ceremony in HCM and Can Tho

Be a part of Organizers, hosts QUIZ part to help everybody to relax and interact together.

YDS football club 2014 - 2016

Captain

Chose players, set schedule of training and fulfilled player's profile.

Led university team to take part in Vietnam University Game (VUG) or others football tournaments of Ho Chi Minh City Football Federation.

Pharmacy Faculty camp Mar 2015

Subcommittee chief, Model, Dancer

Recruited members, organized the schedule of team, assigned works among members.

Be a subcommittee chief, my responsibility was to lead my team pass through such difficult conditions and I did it excellently.

CERTIFICATIONS

TOEIC Certificate with score 805 issued by IIG Viet Nam 2016

HONORS & AWARDS

Servier Eagle Warrior- best team 2017

Pharmacy Faculty Amazing Race- 1st team 2012

Pharmacy Sports Festival- 1st football team 2013-2016

RMIT Futsal Open Championship- Best scorer 2013
