

PHAM THI QUYNH DUYEN

Phone: 0909 848 333 | Email: phamthiquynhduyen@gmail.com | Address: 36 Duong Duc Hien Street,
Tay Thanh Ward, Tan Phu District, Ho Chi Minh City



CAREER OBJECTIVE

A dynamic medical representative with over 6 months of experience. Possess a B.S in Pharmacy. Self-motivated, able to work independently and exceed sales goals consistently. Help company gain a competitive edge and increase revenue by identifying customer needs and provide recommendations. Seeking a role that will allow me to consolidate both my education and professional background, expand my knowledge and provide opportunities for personal and professional growth.

EDUCATION

Ho Chi Minh City University of
medicine and pharmacy (2012-2017)

Bachelor of Pharmacy

GPA: 7.23/10

PERSONAL DETAILS

Gender: Female

Date of birth: July 10th, 1994

Place of birth: Dak Lak Province

Nationality: Viet Nam

Marital status: Single

SKILLS

- + Able to negotiate skillfully; knows how and when to make compromises.
- + Able to interact successfully with a wide range of people; know how to interpret and use body language.
- + Present information and ideas clearly and concisely.
- + Able to make formal presentations; presents ideas, positions and problems in an interesting ways.
- + Fluently at English.
- + Able to listen customer complaints and requires comfortably, fully focus on speaker's needs.

HOBBIES

Reading books.
Travelling and discovering.
Making hand-made things.
Cooking.

WORK EXPERIENCE

12.2017 – present

PACIFIC HEALTHCARE COMPANY

Sales Representative

Described to doctor about the product's features and convinced them to use at their clinic.

Trained the PG about the product and help them to introduce to the customer at the doctor's clinic.

Collabrated with agency team to organize a product introduction day in medical station.

Dealt with customer queries, analyzed precise ongoing market analysis and valuation of competitors and looked out for unique ways to enhanced sales.

08.2017 – 02.2018

GRASSROOTS AESTHETICS PHARMA

Medical Representative

Introduced the best features of products to doctors and persuade them to buy.

Maintain thorough and updated knowledge of product offerings as well as promotions.

Network effectively with customers, build relationship of mutual trust with KOLs doctor; able to handle complaints and concerns in a sensitive way.

Followed latest trends in order to provide up-to-date information to customers.

Announced and invited doctor to "hands-on training" course.

06. 2015- 09. 2016

ELECTRONIC SHOP

Sales Associate

Greeted customers with a smile, friendly conversation and provided product informations .

Assisted customer to know more about the brand as well as features of electronic devices.

Answered questions regarding promotions and electronic items. Cleaned and organized electronic devices to present optimal buying environment to customers.