



**Phạm Thị Thu Hằng**

Medical representative

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🌐 <https://www.facebook.com/hangpham0610>

👤 Female

📅 October 6, 1995

📍 184 Tran Khat Chan, Hai Ba Trung, HN



## Objective

Apply the sales skills, improve market knowledge to become a professional salesperson, hard working brings good outcomes for the company.



## Education

**HA NOI UNIVERSITY OF PHARMACY**

August 2013 - May 2018

*Major: Clinical Pharmacy*

5th year student



## Work experience

**MOLLER VIET NAM**

December 2017 - Present

*Sales support*

- Work Experience:
  - Find product's POD to persuade doctor.
  - Analyze product's strong points in comparison with competitors.
  - Use market knowledge to determine sales plan.

**MINH AN COMPANY**

8/1/2018 - 22/1/2018

*PG*

- Work Experience:
  - Explain strong points of product which suitable with each customers.
  - Used communication skills to sale product.
- Achievements:
  - Highest turnover in first day.

**NAM DUOC COMPANY**

March 2017 - October 2017

*Collaborator*

- Organizing the health program for the elderly, advisory bone products.
- Work Experience:
  - Extracting information and demand of customers
  - Domain knowledge about advisory product.
  - Organizing the program reasonable time.



## Activities

**PHARMACY ECONOMIC CLUB**

October 2015 - January 2018

*Treasurer*

- Teamwork skill through events organized by the club.
- Participating part-time jobs from pharmaceutical companies which require communication skills such as persuasion, listening skills ...



## Honors & Awards

Certificate from **Japan-Asia Youth Exchange program**

28/2/2018



## References

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Dang Thi Thanh Huyen - Leader of Pharmacy Economic club  
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