



# Truong The Lan


## Medical Representative

 Dec 25, 1993

 0939.918.948

 Ho Chi Minh/Can Tho, Vietnam

 Male

 lantruong2512@gmail.com

 Facebook, Zalo, Line

## OBJECTIVE

Use the knowledge of medical field to bring benefit to patients, take advantage of social skills and experiences to get more profit for company by a long term work as a Medical Representative. Desire to have a chance to work in a modern, professional, energetic working environment.

## SKILLS

English	<div><div></div><div></div><div></div><div></div><div></div></div>
Planning	<div><div></div><div></div><div></div><div></div><div></div></div>
Analytical skills	<div><div></div><div></div><div></div><div></div><div></div></div>
Digital Marketing	<div><div></div><div></div><div></div><div></div><div></div></div>
Negotiation	<div><div></div><div></div><div></div><div></div><div></div></div>
Teamwork	<div><div></div><div></div><div></div><div></div><div></div></div>

## CERTIFICATIONS

IELTS Certificate with band 5.5  
(2017)

## INTERESTS

Basketball	Music
Charity activities	Travel oversea

## FAVORITE QUOTE

A SMOOTH SEA NEVER MADE A SKILLFUL SAILOR

## WORK EXPERIENCE

**Market Access Sales Consultant** (Apr 2018 > Present)

**Zuellig Pharma Vietnam**

Main responsibilities:

- Control all the GSK's products in Department of Pharmacy, proactive update product's status in order to support Department of Pharmacy and GSK work efficiently.
- Update the Hospital's Tender Status frequently to support HCPs do the procurement plan
- Support the HCP in updating the Procurement of office medicine Law
- Proactive report working progress to Regional Manager

Territories:

- University of Medicine and Pharmacy, Ho Chi Minh - 1&2, Binh Dan, Nhan Dan Gia Dinh, Binh Thanh, Phu Nhuan, An Sinh, Xuyen A, District 12, Hoc Mon, Cu Chi, Go Vap, ...

Achievements and Skills gains:

- Be provided with procurement training of office medicine.
- Improved problems solving skill.

**Marketing Excutive** ( Sep 2017 > Mar 2018)

**BenTre Pharmaceutical Joint Stock Company**

Main responsibilities:

- Offer marketing plans to improve customer's awareness.
- Work with medical representative to find out the customer's insight, market in order to support sale and increase sales.
- Manage social media channels
- Work closely with creative agencies to design marketing materials
- Produce creative content, including pictures, clip slides
- Proactive report working progress to Marketing Manager.

Achievements and Skills gains:

- Increase the sales of the product every month steadily.
- Increase the product awareness to the customers

**Sale Medical Representative** (Sep 2016 > Aug 2017)

**Thien Khang Pharmaceutical Co.,LTD**

Main responsibilities:

- Research market, open field and represent the company's products to drug-stores in Vinh Long Province and Can Tho city.

- Represent the company's products to drug stores and doctor's private clinics.
- Maintain and sell company's product to old customers. develop area by finding new customers.
- Work directly with the director to give the best strategy to increase the sales.
- Update and report the market price, competitors to director.
- Proactive report working progress to Director.

Achievements and Skills gains:

- Achieved sale target every month and increased 30% of customer during the working period.
- Worked directly with director to set the best strategy to increase sale.
- Improved negotiation skill, planning skill and analytical skill.

## EDUCATION

**Vo Truong Toan University** (2011 > 2016)

***The Degree Of Pharmacist***

FULL TIME - Good

## ACTIVITIES

**Youth Organization** (Jan 2015 > july 2016)

***Active Member***

- Participated in some activities of local area
- Propagandized local youth's events.
- Co-ordinated with Employment agency and job training center to help people who finished duty from the army to find a job.
- Participated in some local events and nation festivals (Mar 26th, April 30th, ...).
- Participated in "the youth club" training life skills
- Celebrated Tet holiday and International childrens' day for bad circumstances children in local area