

APPLICATION FOR JOB

Tạ Thị Phương Lan

35 Nguyen Ly, Phu Thanh Ward, Tan Phu District, HCMC

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Email : lanttp2003@gmail.com,

Sale & Human Resources Department

HOANG DUC Pharmaceutical and Medical Supplies Co.,Ltd

Re: Apply for the vacancy in the Medical Representative (HCMC, Mekong Delta)

Dear Sir/Madam

I am writing with my special interest in your company which you are looking for.

I have a great deal of experiences as Medical Representative. My objective is to develop in my professional career in medical and pharmaceutical area. I am willing to learn and do the best to work in your company even under high pressure or on far mission.

In addition, I want to emphasize my strong points by which I can fulfill my job in the future:

- Good in using Microsoft word, Excel, Internet.
- Able to solve problems and ability to manage work-time under high pressure.
- Fairly good at in major job
- Establish and maintain a good & steadfast relationship with customer.
- A flush of enthusiasm with internal and external customer.

I am willing to attend interview at any time at your convenience. Thank you for your time and favourable consideration on my application.

I am looking forward to hearing from you soon.

Yours sincerely,

TA THI PHUONG LAN



CURRICULUM VITAE

LAN TA THI PHUONG

PERSONAL INFORMATION

Full name:	TA THI PHUONG LAN
Gender:	Female
Date of birth:	Nov., 13 th , 1985
Permanent place of residence:	Giong Trom Dist., Ben Tre Province
Telephone:	0943.043.136
Email:	lanttp2003@gmail.com
University Education:	Professional degree in pharmacy

EDUCATION AND TRAINING BACKGROUND

2015 to present: Working at Sale representative position in Abbott company

2010-to 2015: Working at position of Sales consultant of Zuellig Pharma Vietnam & DKSH Vietnam

2003-2008 : Faculty of Pharmacy, University of Medical and Pharmacy.

2000-2003 : Ben Tre High School, achieved the Copper Medal in Mekong Delta Chemical Olympic

PERSONAL SKILL AND COMPETENCES

Foreign Language: English level B, speaking and writing English

Computer skills: level A (Microsoft office, Internet)

Other skills:

- Able to solve problem and manage work-time under pressure.
- Ability to perform good interpersonal and communication skills
- Adapt to new environment well.
- Ability to acquire knowledge and use it in concrete situation

WORKING EXPERIENCES

Time : 2/2015 to present Job title: Medical representative Company: Abbott Laboratories Vietnam Work in Territory of Tien Giang, LongAn, Ben Tre	
Key duties: 1/ contact to customer to convey key message of product, scientific studies. 2/ contact to director of hospital to sign Collaboration Agreement with hospital (Cai Lay hospital, Tien Giang Hospital, Nguyen Dinh Chieu Hospital) 3/- build relationship with clients to create belief, resulting in good working effect. - negotiate with clients to create long-term co-operation between hospital/clinics and company. 4/give some activation in clinic or hospital such as Faster recovery, wet sampling to give the trademark of both company and product to customers. 5/ teamwork with PG to develop skill in all members in group and give a good business result.	Achievement: 1/ Understand of product clearly and instruct patients to use the qualified product. 3/ Attain to support of customer in working and maintain durable relationship with health care person. -Develop my skill for work independently, make a good decisions with amount of difficulties available. 4/ Broaden the symbol of product to patient and health care people. 5/ all members in group work together to finish duties and develop consultant skill & selling skill.

Time : 2010 to 2014

Job title: Medical representative

Company: Zuellig Pharma Vietnam & DKSH Vietnam in HCMC

Key duties of Sales consultant:

- 1/ Focusing and Contacting with customer.
- 2/ Prepare and follow exactly tender dossier in hospital, contact to director and Pharmaceutical Chief department as well as other related department to contribute the list of tender product.
- 3/ Understanding of work procedure and methods. Ability to serve the customers in a competent manner. About work in detail: Review and check the condition of Orders, deliveries, returns, promotion and etc,..to inform the customer in time.
- 4/ Get a knowledge of products
- 5/ Cooperate with internal/external co-worker well,

Achievement:

- 1/ - Establish and maintain good relationship with customer.
 - Understanding the demand of customer (their requirement relate to work & company as well as their characteristic to create friendly and durable relationship).
 - Listening to their idea and express my agreement following company's policy.
- 3 / - Adapt to high-pressured working environment
 - Support and Solve all problems of customer to create the belief of customer, and accomplish job duties with competent, accuracy, quickly, throughness.
- 4/ Developing my selling skill through the process of working, and knowing many products distributed
- 5/ - Getting a good relationship with co-worker to achieving general goals, promoting and developing company.
 - With good relationship, it is easy to have an enthusiasm supportive of co-worker and finish my duties quickly.

ADDITIONAL INFORMATION

Study Activities

Studied about clinical pharmacy in Hung Vuong hospital

Representative for my group to give small talk on Vitamins and Glucocorticoids

Social activities

Participate in many outside activities for my class at high school

Participate in the support program for poor patients in the countryside.

Personal Interests

Travelling, Music, Reading and Social Activities

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