

NGUYEN QUOC VIET

Key account executive

Phone : 0936879943
Email : nguyenquocviet29091990@gmail.com
Address : Conic apartment, BinhChanh, HCM



PROFILE

- 8 months experience as Team Leader
- 2,5 years experience working as Key Account Executive in Novo Nordisk
- 3 years experience working as Medical Representative in Multi-NationalPharmaceutical Company
- Wide experience in both ETC and OTC
- Good skill to build relationship and manage KOLs
- Build strong strategy to ensure achieving business goals
- Closely collaborate with others department

EDUCATION

2008 - 2013

Ho Chi Minh University Medicine and Pharmacy

Major: Pharmacist

NovoNordisk Training

Coaching (Dale Carnegie), Negotiation skill ,
Selling skill

WORD EXPERIENCE

Feb 2018 – July 2019

Novo Nordisk

Key Account Executive

Territories: DHYD, 115, Thong Nhat, Trung Vuong, Nguyen Tri
Phuong, An Binh, Area General Thu Duc, Thu Duc district, 11
district, Phu Nhuan district, Nha be , Binh Chanh , Binh Tan

Main responsibilities:

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard
FP, Ryzodeg.
- Team Leader :3/2018 - 6/2018

Achievements

- Build strong relationship with Pharmacy departments
- Achieved:
Quota increase 30% vs 2018; Sale 109% Target Grth 21%
Listing Novomix30 at Nha Be , Binh Chanh Hospital

Feb 2017 - Jan 2018

Novo Nordisk

Key Account Executive

Territories:Cho Ray, Gia Dinh, Binh Thanh, Tan Binh, Area
General Hoc Mon, Cu Chi, Tan Phu, 3,4,10 district.

Responsibilities

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard

FP, Ryzodeg.

- Build plan activities with pharmacy department and board of director in short term and long term: Annual meeting, hospital meeting, CME, group present, support account.
- Collaborate and support sale team about tender information, key decision maker in drug committee, follow up quota utilization, order and built new quota.
- Collaborate and support pharmacy department, distributor, sales team to resolve problem: check tender document, contract, apply tender, direct purchase, and borrow medicine.
- Team Leader 10/2017 – 01/2018

Achievements

- Listing successfully Ryzodeg at Cho Ray, 2 district, 3 district, Go Vap district.
- Quota increase 32% vs 2016
- Sale: 111% Target.

Oct 2015 - Jan 2017

Novo Nordisk

Medical Representative

Territories: Contribute 20% total value of HCM 1 team: Area general Hoc Mon, 12 district, Xuyen A, Cu Chi, Go Vap.

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP.

Achievements

- Achieve 116% Target 2016, Growth: 75% Hoc Mon, 67% 12 District, 50% Xuyen A, 100% Cu Chi, 60% Go Vap.
- Best Growth Award.

Aug 2013 - Sep 2015

MSD

Medical Representative

Territories: Hospital for Traumatology and Orthopaedics HCM, FV, 2 district, 4 district.

Responsibilities

- In charge of Fosamax plus (Alendronat + Vit D), andriol (testosterone).
- Achieve > 100% Target Q4'2013, Q1'2014, Q4'2014, Q1'2015

REFERENCES

Available upon request.