

TRAN THI TRINH

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OBJECTIVE

- Devoting myself into the development of your company with my all abilities
- Becoming an excellent employee and having a potential career progression
- Having chances to study more and enhance myself

EXPERIENCES

Marketing Assistant: November 2019 – Now: Atlas Copco Vietnam

- Cold call people using a given phone directory to promote company
- Go the "extra mile" to meet appointment quota and facilitate future sales
- Manage and update company's customers database on SAP
- Performing market analysis and research on competition
- Use scripts to provide information about product features, prices, and present their benefits
- Assist in marketing and advertising promotional activities

Medical Sales Representative: August 2018 – October 2019: Abbott Laboratories

- Business development:
 - Develop new business opportunities with existing and potential clients
 - Ensure good execution of all Sales & Marketing programs in assigned territory
 - Builds and executes business plans for the territory to achieve the expected coverage and deliver customer centric activities
 - Promote defined Abbott products and give customer feedback and information on competitor activity to the marketing team

- Make Reports:
 - Evaluate, classify, and identify precise target customers
 - Develop customer database with detailed records of pharmacy
 - Monitor market trends and competitor activity in assigned territory
 - Collect and report Market intelligence to Supervisor & Marketing team
- Planning and organizing:

Utilize customer database for preparing weekly & monthly working plan, daily detailing calls, resource allocation plan, or direct-to-consumer marketing activities

SKILLS

- Good at MS Office (Word, Excel, PowerPoint,...), Outlook and web tools, SAP
- Excellent English skills, IELTS 5.5
- Essential skills such as: Strong negotiation skills, planning skills, strategic analytical skills, excellent communication, time management skills, interpersonal skills, problems solving skills, excellent communication, attention to detail and organizational skills, good logic thinking and project management, selling skills, customer service skills, presentation skills, teamwork, independent working,...
- Careful, patient, positive attitude, energetic, highly motivated, openness, sincere, ability to acquire knowledge and use it flexibly
- Achieve consensus and perform under pressure

EDUCATION

Ho Chi Minh City University of Medicine and Pharmacy
Faculty of Pharmacy
GPA: 7.22/10
IELTS 5.5