

NGUYEN DIEU HONG



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 Address: 41 Dinh Tien Hoang Street,
Ben Nghe Ward, District 1, HCM City

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 Date of Birth: 12/10/1995

EDUCATION

- University of Medicine and Pharmacy at Ho Chi Minh City (UMPHCM)**

Senior of Pharmacy

 - Major: Medicine Management and Supply
 - GPA: 7.27
- English Communication Course**

Sep 2016 – Dec 2017

 - Achievement: Confidently Communicate
- Practical Category & Merchandising Management - CASK.vn**

Aug 2017

 - Be guided by Mr. Hua Thai Dat, Senior Trade Manager – Heineken Viet Nam
 - Merchandising Strategies in Increasing Category Sales, one day trial course

WORK EXPERIENCES

- KPM International Trading J.S.C, Medical Representative**

Oct 2017 – Mar 2018

 - Contacted 5 potential customers, identified their needs, persuaded them about BluRibbon product
 - Provided some after-sales services
 - Achievement: communication skills, persuasion skills, customer care
- Tinh bột nghệ Online Store, Fanpage Administrator**

Dec 2015 – Sep 2016

 - Planned for brand advertising Campaign on Facebook and Website
 - Responsible for customers’ demands on Facebook
 - Achievement: well-organized, learn from critics, communication skills

EXTRACURRICULAR ACTIVITIES

- Pharmacy Traditional Camp 2017, “Catch the words” Project Manager**

Mar 2017

 - Organized an interactive game project with 6 members to earn income
 - Sold out over 100 tickets for joining in game, attracted about over 700 people within 2 hours
- “Khảo Sát Chi phí Cúm ở Việt Nam” Research, Patients Data Collector**

Oct 2016 – Nov 2016

 - Be guided by Dr. Vo Quang Trung – Department of Pharmaceutical Management, UMPHCM
 - Persuaded patients to provide their medical information for each 10-page-survey within 5 minutes

OBJECTIVES

- Be the best learner in my team, as much experience as possible
- Take on exciting challenges and take best opportunities for self-development, for both hard-skills and soft-skills
- Have a broad understanding of our market to update knowledge of Servier products and get competitor’s intelligence as well as sales techniques and perform competitive intelligence
- Know how to contact to potential doctors, build and improve the relationships

SCHOLARSHIP

- Lawrence S. Ting Scholarship**

Sep 2016 – Sep 2018

 - Awarded to good grade, for disadvantaged students
- University Scholarship**

3rd, 5th Semester

 - Awarded to good grade

OTHER SKILLS

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|------------------|-----------|----------------------|-----------|
| • Communication | Excellent | • Learn from critics | Excellent |
| • Negotiation | Excellent | • Teamwork | Excellent |
| • Adaptability | Excellent | • English | Advanced |
| • Well-organized | Advanced | • Microsoft Office | Advanced |

HOBBIES



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