

LE THI QUYNH THAO

29/10/1986



CAREER GOAL

Become a good sales manager

EXPERIENCE

09/2016 - Present **Servier Viet Nam**

Job title: Product Specialist

Description:

- Internal Team
- Working in Nhan Dan Gia Dinh Hospital, Hoan My Hospital, Binh Thanh Hospital
 - I'm in charge of 3 products: Procoralan, Vastarel, Diamicron

Achievements:

- + Get 115% Y 1617 VS the same period, Gr: 10.7%
- + Get 100,9% Q1 1718 VS the same period, Gr: 8%
- + Support Kas listing new drug
- + Responsible for supporting newcomers

09/2015 - 09/2016 **Servier Viet Nam**

Job title: Product Specialist

Description:

- Procoralan Team
- Working in Nhan Dan Gia Dinh Hospital, Hoan My Hospital, Binh Thanh Hospital
 - I'm in charge of 1 products: Procoralan

Achievements:

- + Up 50% Doctor's prescription
- + Upgrade the PDP successfully:
- 25% non-user BS on Trialist
- 50% BS Trialist on Regular
- 42% BS Regular to Champion
- + Gr 65% real sale at Key center NDGD Hospital
- + Get 121% Target total Y1516, grow 15% VS the same Period
- + Personal Excellence (Award of the quarter)

08/2013 - 09/2015 **Servier Viet Nam**

Job title: Medical Representative

Description:

- Pharmacy Team:
- Working in districts 1,10,11, 2, 9, Thủ Đức
 - Im in charge of 3 products: Daflon, Diamicron, Vastarel

Achievements:

- + Up to 100% Pharmacies have Drugs on their shelves.
- + From 40% customer up to 100% Customer order through ZPV.
- + Get 112% Target total Y1314, grow 18% VS the same Period
- + Get 125% Target total Y1415, grow 25% VS the same Period
- + Get reward call effective of Daflon's Champion.
- + Get reward call effective of Diamicron MR 60

EDUCATION

2009 - 2013: University of medicine and pharmacy Ho Chi Minh City



Dream Home Luxury
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City



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Skills

Planning



Problem solving



Data analysis skill



Convincing customer



Presentation

