



## LE DUY TAN

Medical Representative

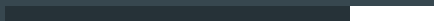
- January 15, 1993
- Male
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## OBJECTIVE

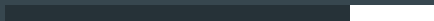
Desiring to work in the economic field, Medical Representative is the main objective when I graduated from University. In the next 2-3 years, I will make the best effort to be a Sale Manager.

## SKILLS

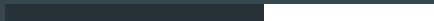
presentation skills



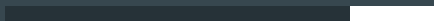
Communication skills



English



Information Technology



## INTERESTS

- Traveling
- Football, Volleyball
- Communication
- Sales



## EDUCATION

### UNIVERSITY OF MEDICINE AND PHARMACY HCMC - FACULTY OF PHARMACY.

2011 - 2016

Major: Pharmacy

Class: Management and Supply Drug



## WORK EXPERIENCES

### ABBOTT LABORATORIES

10/2016 - NOW

Senior Medical Representative

**Territories** University Medical Center (UMC), FV hospital, Vu Anh hospital,...

#### Sales Achievements

Q4.2016: 94%	Q1.2017: 114%	Q2.2017: 175%
Q3.2017: 104%	Q4.2017: 98%	Q1.2018: 94%

Territories growth in 2017: 76% . Ranked 6th national sales achievement.

#### Experiences

Learning and improving skills of sales, call detailing, presentative, communication, ...  
Developing a logical and scientific workflow, engaging HCPs effectively...

### DISTRICT 11 HOSPITAL AND PHARMACY

5/2016 - 6/2016

Internship position

#### Experiences

Learn more how to import and export drugs in hospital



## ACTIVITIES

### PHARMACY FACULTY

2011 - 2016

Organizer of volleyball department. Leader of D2011 volleyball team  
Champion of volleyball and football league

#### Experiences

High team-working, planning and arrangement skills.

### CLASS OF INTERNET SELLING SKILLS AT THE YOUTH CULTURAL HOUSE

2014 - 2015

Tutor

#### Experiences

Improving skills of expression and providing information



## PERSONAL

I'm a very painstaking, honest and sociable person.

I'm a good listener as well as good learner.

I have the ability to expand and maintain a good relationship.

My passion for sports, especially football and volleyball.

I'm enthusiasm, assertive and high sense of responsibility.

I live with objective and I can work hard to achieve my target in time.

If I decide to do anything, I have to do it to the end.

Point of living: "Keep going, there will be way ahead!"