

# Thạch Hoàng Long

SALE REPRESENTATIVE



## Contact information

Date of birth June 11, 1994  
Gender Male  
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## Objective

- + Applying knowledges learned in sales skills, understanding of the market for advertising, and introducing of drugs, medical equipment and equipment of the company.
- + Promoting sales by building the effective and mutually beneficial relationships with doctors, deans, pharmacists of hospitals and health care facilities.
- + The main goal is to increase sales of the company.

## Skills

Communication



English



Office information technology



Sales skills



Presentation skills, persuasiveness



Customer care skills



Skills to cultivate knowledge and experience



## Work experience

June 2015 - September 2015

**Can Tho Central General Hospital pharmacy medical department**

On-the-job trainee

+Knowing the pathway of drugs and the list of drugs used in hospital.

September 2016 - October 2016

**Phuong Nam Pharmaceutical Joint Stock Company in Can Tho City**

On-the-job trainee

+Knowing how to promote and advertise a company's products to the market.

February 2017 - March 2017

**Testing Institute of medicine- cosmetics- food in Can Tho City**

On-the-job trainee

+Know how to collect and take a sample to test, understand how to make a drug test records and drug testing procedures.

April 2017 - June 2017

**Hau Giang Pharmaceutical Joint Stock Company**

On-the-job trainee

+Understanding more practical knowledge about GSP, GLP and drug testing procedures

+ Knowing how to promote and advertise a company's products to the market.

## Education

September 2012 - September 2017

**Tay Do University**

Major: Bachelor of Pharmacy

Graduated: Good

GPA: 7,62/10

## Activities

September 2012 - September 2017

**HoChiMinh Communist Youth Union of the Faculty of Tay Do**

# Certifications

- + English level B
- + Informatics in level B
- + Sales skills
- + Soft skills include text drafting, job interviewing, behavioral communication, negotiation and office administration.

2014

## University

### Volunteer

- + Join program called “Mua He Xanh”
- + Visit the heroic Vietnamese Mothers
- + Take part in activities organized by the school
- + Join as a volunteer for “Tiep Suc Mua Thi”

# Interests

- +Participate in team group activities
- +Read books, listen to music, participate in volunteer activities.