


CURRICULUM VITAE

Personal information	
First name / Surname	TÔ NHƯ PHƯƠNG
Desired Position	Medical Representative
Objection	Becoming a Product Manager in next 5 years
Gender	Female
Address	HQC Plaza, Nguyen Van Linh St., Binh Chanh, HCMC
Phone	09 3553 6336
Email	nhuphuong.pharma@gmail.com
	
Education	
Name of organization	HCMC University of Medicine and Pharmacy
Dates	09/2010 - 09/2015
Level	Bachelor of Pharmacy
GPA	7.53
Experiences	
Medical representative	AstraZeneca Pharmaceutical Company (1/2016-9/2016) Establishing relationships with Physicians , Pharmacists, staffs ... to execute medical business strategy in order to achieve the target revenue. Consulting to the doctors about company products' advantages.
Medical Representative	Merck Sharp & Dohme (Asia) Ltd. (9/2016 until now) Developing sales related skills including: BAP (Business Action Plan) creating, Sales Tracking & Forecast, Presentation, Role-play, Territory Management, Co-operating with Marketing and Tender Team in sales activities, etc...
Personal Skills	
English	Good at reading, writing skills, fair in listening and speaking skills
Computer	Degree of level B of computer skill (MS Word, MS Excel, MS Power Point)
Working	Team working, independent working, working under high pressure
Communication	Clearly speaking whilst maintaining good eye contact, effectively listening, appropriately presenting ideas.
Interests	
Taking part in online learning courses, jogging, travelling, reading books...	