



CURRICULUM VITAE

TRAN HUU TAI

09 34 39 38 47

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INFO

30-04-1992

Phu Yen

OBJECTIVE

Product
Specialist in
Multinational
Pharmaceutical
Company

EDUCATION

Pharmacist
Graduated in
2015
Good Degree in
University of
Medicine &
Pharmacy, HCMC

CURRENT COMPANY

Merck Export
GMBH
3 years
experiences

WORK EXPERIENCES

08/2015-06/2017: Med Rep/Senior. Med Rep

Product: Cardiology (Concor, Praxilene)

Endocrinology (Glucophage XR, Glucovance, Thyroid)

Main customers: Internal/External Cardiology, Endo Depart., OPD,
Pharmacy Depart., Director Board.

Territories: Tam Duc, Hoan My, Xuyen A, FV, District 4, 7, Hoc Mon,
Cu Chi

Establish closed relationships with HCPs.

Report and submit KAP on time; Hold Roundtable meeting/Quarter

Deep knowledges of my products , competitor's intelligences and
competitive sale.

Achieved: >100% target, Hoan My grew 40% (2017 vs 2016)

Award: Best Half 1, Half 2, Year Champion 2016; Half 1 2017

06/2017-current: Product Executive

Product: Cardiology (Concor, Praxilene)

Territories: Nationwide

Project: webinar, Virtual Reality Device

Events, activities:

- Merck event (International speaker tour); Third party event .
- Patient Club, Medical events (ConCept), Role Play for sale team.

Others duties:

- Gimmick, MKT material support for sale team.
- Logistic for event: transportation & accommodation.
- Present product at Round table meeting, Hospital Conference.
- Planning and management MKT & Medical budget

Key skills

Member of: Coordinator team, Buddy team, Dancing team.

MS excel, word, PPT, Qlikview, IMS data.