

PHẠM THẾ HIỀN

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Address: Cap Tien commune, Tien Lang district, Hai Phong city, Vietnam

EDUCATION

Ha Noi University of Pharmacy (HUP)

Bachelor of Science in Pharmacy (Clinical Pharmacy)

Hanoi, Vietnam

September 2010 – June 2015

PROFESSIONAL EXPERIENCES

DKSH Viet Nam

Northern Sale Supervisor (Alcon Products)

Ha Noi, Vietnam

Aug 2018 – Now

- Coaching, training and motivate the sales representative in order to ensure that the KPIs of the 3 Sales Representatives are met.
- To support the sales team to handle daily operation issues and to help them establish the good relationship with customers.
- Identify new business opportunities by initiating, developing or delivering unique solutions that result in improved outcomes for customer and company.
- To do daily and weekly performance review with sales representatives to identify the areas of in market execution improvement and take corrective actions promptly.

GOLDEN GATE Medical JSC

Product Specialist Base in Bach Mai Hospital and 6 other Provinces

Ha Noi, Vietnam

Dec 2017 – Aug 2018

- Ensure the correct size Coronary Stent are provided to customers in a timely manner.
- Identify new business opportunities by initiating, developing or delivering unique solutions that result in improved outcomes for customer and company.
- Effectively manage time to ensure maximum coverage of all accounts within territory in order to achieve optimum level of exposure and results.

ALCON Pharmaceuticals Hai Phong, Vietnam

Medical Representative Base in Hai Phong, Quang Ninh, Thai Binh, Hai Duong, Nam

Hai Phong, Vietnam

Jan 2016 – Sep 2017

- Consult to the hospital doctors, clinic representatives and others about Alcon products' advantages in order doctor understands clearly and deeply about our products to decide on treatment to patients.
- Support and follow up the company tender to update on time about the news, progress and the result if any.

NIPRO Pharma Vietnam Co., Ltd (Nipro Corporation)

Regulatory Affair Staff

Hanoi, Vietnam

July 2015 – Dec 2015

- Following up closely to be updated GMP requirements issued by 4 units (WHO, PIC/s, ICH, PMDA) and local government regulations to ensure regulatory compliance.
- Assisting one senior department manager for liaising closely with other departments to preparing dossiers for GMP inspection in accordance with relevant regulations in timely manner.

EXTRA-CURRICULUM ACTIVITIES

Hanoi University of Pharmacy - Blood Club

Member

Hanoi, Vietnam

2013

- Mobilising people to register as blood-donor and strengthening the awareness of people on the need for blood donations.
- Taking the pressure off students, who presently supply much of the donated blood.

OBJECTIVE

- Seeking a Medical Representative position within a well reputable company where I can contribute with my educational background.
- Aiming to work in competitive sale environment in which focused application of sales skills will achieve success the organization's sales goals.

OTHER INFORMATION

Skills:

- **Languages:** Vietnamese (native), English (fluent)
- **Computing skills:** Microsoft Office (Word, Excel, Power Point) (very good), Adobe Photoshop (good).
- **Soft skills:** Strong communication and negotiation skills; Ability to handle stress and pressure; Organized and willing to learn.