

# CURRICULUM VITAE

## Apply for Medical Representative

### PERSONAL DETAILS

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Full name : **DUONG MINH LUONG**  
Date of birth : 17-03-1992  
Place of birth : Tay Ninh province  
Sex : Male  
Marital status : Single  
Nationality : Vietnamese  
Present address : 737/20 Lac Long Quan, Tan Binh dist  
Mobile : **01678.820.916**  
Email : [duongminhluong92@gmail.com](mailto:duongminhluong92@gmail.com)



### EDUCATION

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**2007-2010:** Hoang Le Kha Specialized High School, Tay Ninh  
**2010-2015:** University of Medicine and Pharmacy in Ho Chi Minh city,  
specialized pharmacist

### WORKING EXPERIENCE

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**06/2015-04/2016:** Working as Medical Representative in Novartis company  
**05/2016-07/2018:** Working as Medical Representative in Pierre Fabre company

### **ACTIVITES:**

Previously worked in departments at hospitals:

- ✓ Cho Ray: interventional cardiology, endocrinology, nephrology, oncology
- ✓ Oncology Hospital: department of internal medicine 1, internal medicine 4
- ✓ Xuyen A: internal cardiology, endocrinology, nephrology, neurology, emergency
- ✓ Thong Nhat: neurology, neurosurgery, nephrology, emergency, clinic, oncology
- ✓ Hoan My: neurology, obstetrics
- ✓ Phu San Me Kong: emergency, obstetrics

Performance in Pierre Fabre company:

- ✓ % Sale in 2016 & 2017 is 101% & 107%; Q1.2018 = 131%; Q2.2018 = 110%.
- ✓ Knowledge products and diseases:  $\geq 9/10$
- ✓ Coaching skill and territory management  $> 3.5/5$

Performance in Novartis company:

- ✓ The average of sales in 3 quarters approximately 120%
- ✓ Knowledge products and diseases:  $\geq 9/10$
- ✓ Coaching skill and territory management  $> 3.8/5$

## **SKILLS**

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Field management

Good time management in dealing with deadlines

Team work with high responsibility and punctuality, discipline and flexible

Presentation and effective communication skill

Microsoft Office (Word, Excel, Power Point, Photoshop)

## **JOB OBJECTIVE**

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Become District Sale Manager in 2021. To achieve that, I know I have to train my skills every day, but the first thing is to become a good Medical Representative.

## **PERSONALITY**

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Ability to work well in groups and individually, easy to adapt to the new environment

Hard-working and high pressure sustainability

Dynamic, humorous, enthusiastic, willing to learn and able to convince others

## **INTERESTS**

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Reading book, listening to music, traveling, singing