

NGUYEN PHU HO

Product specialist

0979487248

Nguyenphubbc@gmail.com

Thien Phuoc , Tan Binh Dist.

Male

17/10/1989

OBJECTIVE

- Short term:
 - Have a deep understanding about product, learn the company's culture to quickly contribute to the development of the company.
 - To obtain an Area Manager position in my team within the next three years.
- Long term:
 - Sticking with the company, trying my best in work to get promoted to higher position, where I can directly contribute myself to the growth and success of the company

SKILLS

Sales

Problem solving

Creative, innovative

Team work

Adaptability

Critical observation



EDUCATION

UNIVERSITY OF MEDICINE AND PHARMACY HCM

7- 2014 – 11- 2017

Facility of Pharmaceutical
BACHELOR OF PHARMACY

UNIVERSITY OF TECHNOLOGY HCM

7- 2007 – 4- 2012

Facility of chemical
BACHELOR OF ENGINEERING



WORK EXPERIENCES

HA NOI CPC1 PHARMACEUTICAL JOINT STOCK COMPANY

3- 2018 - Present

Medical presentative ETC

- **Hospital pharmacy channel :**
 1. Making medical records according to Ministry of Health's Decree No.54
 2. Importing drugs into Pham Ngoc Thach hospital: Zensalbu, Zencombi, Ambroxen, Lyodura, Nausazy, Zensonid.
 3. Direct contracting: Tan Phu, Tu Du hospital
 4. To open new clinics or new hospitals every month in the assigned areas.
- **Clinic Channel**
 1. The clinic is open to the present: 12 polyclinic and 4 clinic
 2. The current sales is about 60 million (VNĐ)
- **Bid channel:**
 1. Importing drugs into: Tu Du and 7A hospital
 2. Making list of bids at hospital : Pham Ngoc Thach, Blood Transfusion Hematology Hospital, HCM oncology Hospital, Gia Dinh People's Hospital.
 3. Understanding the process of contracting.

Product specialist

1. Training for all employees in southern areas on strategic products of the company
2. Introducing the products of the PS group (BFS- Grani, Hemotocin, BFS-Cafein) to the department of anesthesia, oncology, obstetrics and gynecology in the assigned areas.
3. Participating in convention.

Other activities with company:

1. Joining annual scientific congress of Viet Nam society of ANESTHESIOLOGISTS 2018 .
2. Organizing tour program for company holiday(HCM Branch)

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SKILLS

Sales



Problem solving



Creative, innovative



Team work



Adaptability



Critical observation



WORK EXPENRENCES

BIBICA COPORATION

10- 2012 - 02-2018

Leader ship

- Control, maintain, develop operation of Production Layer Cake
- Analyze, improve, optimize to efficiently use material labor ... to increase productivity, save cost.
- Maintain 5S program, Lean production, MFCA.
- Monitor products standard and quality control.
- Writing HACCP, SSOP.
- Train, encourage, proposing excellent individual awards.

Worm Phuong Thanh Company

04- 2012 - 10-2012

- Test quality of products.
- Control processing worms.



SOCIAL ACTION

- Volunteer blood donation.
- Giving care and comfort to the poor and the sick
- National University Entrance Exam Support
- Green summer campaign

2012 - 2017

2016

2011

7- 2010

