

*Position applied for:* Sales team leader (Tay Bac) – Pharmacy channel



## **CURRICULUM VITAE**

Name: **TRẦN VĂN ĐUỘC**

Date of birth: October 9, 1990

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Identification number: 135413152

Marital status: Married

## **WORKING MOTTO**

Working hard for the sustainable development of the company that I work for.

## **EDUCATION**

**09/2008 – 06/2013**

**Hanoi University of Pharmacy**

Major: Pharmaceutical Management and Economics

## **WORKING EXPERIENCES**

**07/2013 – 09/2014: Sanofi Vietnam Co. Ltd.**

**Position:** Pharmacy sales representative.

**Location in charge:**

07/2013 – 03/2014: Hoang Mai, Thanh Tri, Thuong Tin, Phu Xuyen.

04/2014 – 09/2014: Ba Dinh.

**Archievements:**

- Reached 100 – 110% sales target quarter;
- Acomplished all tasks assigned by the company with positive working attitude;
- Achieved 109% sale target in 2014;
- 1 of 6 outstanding pharmacy sales representatives of the company.

**10/2014 – 05/2015: Sanofi Vietnam Co. Ltd.**

**Position:** Pharmacy Specialist.

**Responsibilities:**

- Planning, organizing, reporting and evaluating symposiums for seller of pharmacies;
- Making presentations at symposiums for seller of pharmacies;
- Preparing presentations at symposium for pharmacy seller.

**Achievements:**

- Organizing successfully 100 % symposiums with good results as assigned;
- Being innovative and creative in organize symposium;
- Receiving appreciation for good presentations at symposium and my presentations were incorporated into the employee training program of the company.

**06/2015 – now: Sanofi Vietnam Co. Ltd.**

**Position:** Key account executive wholesaler.

**Location in charge:** Hapumedicenter, Hai Phong & Thai Nguyen.

**Achievements:**

- Building rapport with key customer.
- Reached 100 – 110% sales target quarter;
- Take strategic develop wholesale channel.
- Organizing symposiums for wholesaler.

## **SKILLS**

- Planning and conducting market survey;
- Good communication, negotiating and persuasion skills;
- Good teamwork skill and can work independently;
- Good presentation skills at mini symposium, symposia;
- Have knowledge of the pharmaceutical market;
- Proficient in Microsoft Office;
- Foreign Languages : Good English reading skills.

## **CAREER OBJECTIVES**

- Completing assigned work with the best working attitude;
- Bringing innovative ideas to work in order to contribute to the success of the company;
- Seeking career advancement opportunities.

## **INTERESTS**

- Reading, listening to music in spare time;
- Playing football, Chinese chess and badminton;
- Travelling.