

# CURRICULUM VITAE

## PERSONAL INFORMATION

- Full name : **Vo Quang Thang**
- Date of birth : October 20<sup>th</sup>, 1989
- Nationality : Vietnamese
- Languages : Vietnamese , English
- Address : 54/47/7 No.21 Street, 8<sup>th</sup> Ward, Go Vap District, Ho Chi Minh City, Viet Nam
- Mobile phone : 0906664151
- Email : [voquangthang2010@gmail.com](mailto:voquangthang2010@gmail.com)



## ACADEMIC BACKGROUND

- 2007 – 2012 : **Bachelor of Pharmacy**-University of Medicine and Pharmacy of Ho Chi Minh City

## CAREER OBJECTIVE

- Looking forward to working and learning experiences from professional and dynamic environment
- Acquiring new knowledge, increasingly improving myself
- Applying the knowledge learned and experiences on job to contribute to a part of company success

## WORK EXPERIENCES

**From August 2012 to August 2014:**

Sanofi Aventis

Medical Representative

- Product: Consumer Health Care: Magne B6 Corbiere, Fumafer B9 Corbiere, Enterogerminare, Lactacyd....
- Territories: **Nhi Dong 2, Tai Mui Hong**, 175, Quan Dan Mien Dong, Buu Dien 2, Binh Dan, PKDK Sai Thanh...
- Archived >100% Sale Target
- Archived 100% Non-Sale Target

**From August 2014 to March 2016:**

Allergan Singapore

Senior Medical Representative

- Product: Eye Care: Refresh Tear, Refresh Plus, Predfort, Acuvail, Endura...
- Territories: **BV Mat HCM, YD1**, 30/4, 175, Quan 2, **An Sinh**, Quan Thu Duc, Quan Binh Thanh, **Nguyen Trai**, Quan Dan Mien Dong, Quan 1...
- Always archived > 100% Target in my working time
- Successfully organized about 8-10 conferences

**From March 2016 to May 2018:**

PharmEvo Vietnam

Asst. Product Manager

- In Charge of: Medical Equipment (Pain Gear), Generic medicine (Aireez, Evodoxim, Treatan, Ramipace...)
- Take Care of: Hospital, Private Clinics, KoLs
- Main Responsibilities: Event, Promotion, Training, Product Knowledge, MKT Material

- Develop short and long - term plans, analyze market research findings, prepare budget, evaluate inventory requirements, design promotional campaigns and integrate management inputs to establish the strategic direction of the product in terms of profit, sales, market share, growth and desired market positioning
- Cross check with tender department & confirm which product is attended tender list
- Plan strategies, evaluate factors for effective branding of the product; optimize pricing based on market price dynamics; facilitate adaptation of product packaging to local setting; manage product life cycle in view of initiatives for new indications, extensions, modifications and other life cycle strategies
- Design Promotion & Sales Campaign
- Sales forecast. Monitor performance and controls A&P budget
- Organize Scientific Conference/Symposium, prepare everything for a success event
- Collect product knowledge from various sources, filtering the information to bring out the best, after that, design the training for sales force
- Create idea for Marketing Materials (Brochure, Leaflet, Detailing Ads, Standee...)
- Digital Marketing
- Fulfill any additional task if requested by CM
- Report to: Country Manager

**From May 2018 to December 2018:** Medbolide J&S Company  
District Sales Manager

- In Charge of: Vazigoc (Thiabendazole 500mg)
- Take Care of: Danang to Ca Mau (Sales & Marketing)
- Report to: BUM
- Main Responsibility:
  - Be responsible for Sales objective/Sales Plan for the assigned area including that of Strategic Distributors/Professional Strategic Distributors (SD / PSDs) & direct accounts
  - Expanding new markets, finding potential locations, building human resources character
  - Listing & Tender
  - Take Care of KOLs, build relationship to key figures
  - Team management, maximizing the performance of each member
  - Product presentation in Hospital/Conference
  - Marketing project

➤ ***Skill developed:***

- Presentation skill
- Pointing and Targeting Certificate
- Active listening skill
- MKT foundation Certificate
- Planning Management skill
- Human Management Skill
- Time Management Skill

## **EXTRA – INFORMATION**

- Foreign language: English
- Computer skill: MS office, internet, social network...
- Healthy: Excellent
- Open, sociable, active, positive
- Enable to travel

## **REFERENCE:**

### **1. MS PHAN THANH NƯƠNG**

District Manager at Allergan

Phone number: 0909664186

### **2. MR VÕ ANH TÚ**

Country Manager at PharmEvo

Phone number: 0906849668

I hereby declare that all of the above details are true and correct

Võ Quang Thắng