

DIEP LE NGOC LAN

Medical Representative

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Address: 273/58 To Hien Thanh Street, Ward 13, District 10, HCM City

CAREER OBJECTIVE

Seeking for pharmaceutical representative position which is my major skill and apply medical knowledge to achieve sales target, maximize profits and contribute to the success of the company

Short-term goals: To be a good Medical Representative within the next year.

Long-term goals: To be a Key Account Executive within the next three years.

EDUCATION

**UNIVERSITY OF MEDICINE
AND PHARMACY, HCM CITY**

Bachelor of pharmacy 2012 –
2015

UNIVERSITY OF SCIENCE, HCM CITY

Bachelor of biology 2008 – 2012

EXPERIENCE

SERVIER VIET NAM

06/2016 – 04/2018

- Medical Representative

- Experience drug products : Diamicon MR , Vastarel MR, Daflon at the hospital: University Medical Center (UMC HCMC) and Cho Ray hospital
- Hold activities of competitors.
- Think strategies about territory action plan every month and report for Area Manager.
- Submitting medical data for doctors and solving the problem, feedback from doctors.
- Organizing the product workshop/seminar such as: symposium, mini symposium, hospital meeting.
- Work collaboration with KAE, MKT, Medical, Training.
- Support new MRs: Role play, Presentation, Expert products, Action Plan, Business Review
- Achievement:
 - Best Performance in 2017
 - 2017 Gr+: 40% UMC & Cho Ray Hosp vs 2016
 - 07/2017: Passed product knowledge test by 100%

NGA VIET TRADING CO

04/2013– 04/2016

- Medical Representative OTC
 - Experience about fish oil omega and nutritional supplements for children in pharmacy at main territories: Binh Tan, Phu Nhuan, Binh Chanh, Tan Binh District.
 - Achievement:
 - Achieved monthly sales target every month
 - I got the target of 100 – 110% in this time
 - Especially, 120% Q1' 2016
 - I expanded sales coverage from 60 costumers to 250 Costumers

KEY SKILLS

Professional

Negotiation ●●●●●

Presentation ●●●●○

Organization ●●●●○

Personal

Hard – working ●●●●●

Communication ●●●●●

English ●●●●○

ABOUT ME

Active and external manner, like to learn something new, proactive and independent work spirit to achieve the given sale targets, clear career objectives and job orientation, honest and reliable.