



TRUONG THI VAN

Apply for

Medical Representative



01/04/1993



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Kim Giang – Thanh Xuan – Ha Noi

OBJECTIVE

- 2021: Improve my skills to build good relationships with doctors and patients, to become an excellent Medical Representative in the coming years.
- 2023: Promote my strengths to develop to a higher position become a manager.

EDUCATION

- 2012 – 2017: HA NOI UNIVESITY OF PHAMARCY
- Date of graduation: 6/2017
- Classification: Good

SKILLS

- Communications
- Presentation
- Team work
- Computer

INTEREST



WORKING EXPERIENCE

- **8/2017- 1/2018:** Medical Representative OTC of Hoa Thien Phu company
 - Introduce products and sales programs of the company to the drugstore, drug store in the area, exploit and expand the customer system.
 - Receive and handle problems from customers, build relationships with pharmacies

Achieved: *November 2017 reached 90% of sales target
December 2017 reached 100% sales target
Expanded 50 customers in the area*

- **1/2017- 6/2018:** Telesales of HBG company
 - Calling directly to customers through telephone
 - Answer the questions of customers
 - close the deal

Achieved: *March to the position of leader with sales of 200 million*
- **12/2016- 1/2017:** Promotion Girl of the Mediplantex company.
 - Product introduction
 - Advice to pharmacies and customers
 - Point out superiority over competing products

Achieved: *The first day selling 13 boxes ataxavi Vision*



ACTIVITIES

- **10/2016:** Volunteer of the program “Porridge of love” at National institute of Hematology and Blood Transfusion.
- **3/2017:** Volunteer Earth Hour campaign
 - Flashmob dance
 - Cycling propaganda
- **2014 – 2017:** Took part in a lot of sport and art activities of class and school
 - Member of the class’s soccer team and school’s soccer team
 - Taking part in the camp crew on march 26
- Sell flowers and balloons on Tet holiday