

Objective

Take advantages of sale/marketing skills, medical information and understanding of tender to become a professional MR (Medical Representative) then a MAS (Market Access Specialist) and bring more value to customers. From that, I will contribute to development of the company.



Education

VO TRUONG TOAN UNIVERSITY

2011 - 2016

Faculty of Pharmacy

GPA: 3.1/4 (Good)



Work Experience

DHA CORPORATION

JULY 2017 - PRESENT

Market Access Executive (Sale and Marketing)

- Do product presentation to convince and establish privileged relations with target Health Operators in order to achieve sales
- Promote and sell company's products to target audiences based on action plan and marketing plan
- Establish & maintain close relationship with key accounts through ensuring company services meet their requirements
- Event management the coordination and implementation of internal, external events
- Handle all stages of market access campaign

MERCK EXPORTGMBH

MAY 2017 - JULY 2017

Market Access and Pricing (MAP) Assistant (LEAVE DUE TO PARENTS'SICK)

- Event management the coordination and implementation of internal, external events
- Supports the PM Marketing Team, MAP -Manager in the execution of the RO-PU Operational Plan and in the administrative tasks of the department.

ZUELLIG PHARMA

SEPTEMBER 2016 - MAY 2017

Hospital Sales Consultant

- Handle all the stages of the tender processes, contract (tender, direct purchase, price application). Good relationship with Pharmacy Department of Hospitals and staffs: Pediatric Hospital 2, Binh Tan Hospital, City Hospital, Trieu An Hospital... and some other private hospitals as well as clinics
- Introduce, consult products and answer customers' queries directly or via phone and email.
 - Help supply goods in time through supporting paperworks, placing and monitoring orders, solving problems.
 - Collect market information, customers' feedback, tender...



Certifications

-TOEIC Certificate with score 800/990

2016



27th November, 1992



Female



0933 967 902



khoa2711@gmail.com



HCMC, Vietnam

INTERESTS

- Learn new things
- Music and travel

SKILLS

Co-operation



Communication and negotiation



English Speaking



Work under high-pressure



Fast learn

