



NGUYEN LE QUYNH HUONG

APPLY FOR PRODUCT SPECIALIST POSITION

ABOUT ME

I am Quynh Huong – 25 years old. During 2 years work as MR in Servier company, I learnt and developed myself in many aspects: selling skills, presentation, teamwork or analysis and building plan. With the orientation of being a Marketer, I look forward to exploring more of my own abilities in strategy planning, running projects and inspiring others. That is reason I want to apply for the PS position. I believe that my skills and my great effort will satisfy your requirement.

CONTACT

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STRENGTH

High sense of responsibility

Ability to work under pressure and meet tight deadlines

High adaptability

Product expertise

Innovation

WORK EXPERIENCE IN SERVIER

Medical Representative Position

- Oct 2016 Responsibility for the territory of Tam Duc Hospital, FV, District 4, District 8, ...
 - Won the target of Y1617, grew 22% vs Y1516 and grew 27% in SP channel.
 - Developed Specialist Product strongly and grew 23% vs Y1516.
- Oct 2017 Responsibility for the Key Center included HCM Heart Institute and 115 People Hospital



Sale Results

102% vs Target
Grow 11% vs Y1617
Uplift 13000 box

Activities Organization

RTM/HM
Patients Club
HF Project

Personal Skills

Management (Activities, KOLs)
Presentation (Speaker, MC)
Collaboration

EDUCATION - PREPARATION FOR MKT POSITION

- 2011 - 2016 Pharmacy Degree
University of Medicine and Pharmacy HCMC
- Jun 2017 Marketing in Pharmacy Major Course
Pharmabox, Trainer Mr. Khanh CAN
- Mar 2018 Certificate of Marketing Foundation Course
Tomorrow Marketers Academy
- Sep 2018 Certificate of Course "The Art of Public Speaking in 21st Century"
TGM Corp, Trainer Mr. Tran Dang Trieu

Be participating in Professional Pharmacy Marketing Course
BMG Business Training

HOBBIES



ACHIEVEMENT

- Aug 2017 Best Award in "Product Presentation Contest of HCM Field Force"
- Apr 2018 Maximum point in Product Knowledge Test
- Jul 2018 Great performance in ATC Training
- 2017 - 2018 Well coordinated with my co-promotion, other members of team, my manager and special Tender Team to achieve the highest result in the work on field

SKILLS

