



Nguyễn Quốc Việt

AREA SALE MANAGER

📅 29/09/1990

👤 Male

☎ 0936879943

✉ nguyenquocviet29091990@gmail.com

📍 Block H , Conic Skyway apartment, Binh Chanh, Ho Chi Minh

PROFILE

- 5 months Area Sale Manager
- 8 months Team leader
- 2,5 years experience working as Key Account Executive in Novo Nordisk
- 3 years experience working as Medical Representative in Multi-National Pharmaceutical Company
- Wide experience in both ETC and OTC
- Good skill to build relationship and manage KOLs
- Build strong strategy to ensure achieving business goals
- Closely collaborate with others department
- Computer skill : Word, Excel, Powerpoint

EDUCATION

HO CHI MINH UNIVERSITY MEDICINE AND PHARMACY
2008 - 2013

NOVONORDISK TRAINING

COACHING, NEGOTIATION, MANAGE TERRITORY, SELLING SKILL

WORK EXPERIENCE

SALES & INVESTMENT
02/2020 - Present

IMEDCO

- Surveying the potential of X-ray machines, PACS system of Western and Eastern hospitals, General clinics at HCM.
- Monitoring the Tender , orders of hospitals: District 3,4,5,7,8, Dong Thap, Tay Ninh, Lam Dong province.

ASM
08/2019 - 12/2019

CPC1HN

Team : ETC HCM, Area : 1/3 HCM , Employee : 4

In charge all of CPC1HN's Product

Gastroenterology, Pediatric, Respiratory, Ophthalmology, Musculoskeletal,...

Main responsibilities:

- Coaches Med Reps to reach and exceed their objectives.
- Ensures team is well trained to communicate product benefits to assigned doctors.
- Responsible for forecasting and accordingly target setting for each territory, each Mep Rep.
- Assist in the identification and development of new Med Rep territories.

- Build relationship with KOLs so have listing Tender, Listing Pharmacy Hospital.

KEY ACCOUNT

01/2018 - 07/2019

NOVO NORDISK

Territories: 115, Thong Nhat, Trung Vuong, Nguyen Tri Phuong, An Binh, Area General Thu Duc, Thu Duc , 11 , Phu Nhuan , Binh Tan, Binh Chanh, Nha Be district.

Main responsibilities:

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP, Ryzodeg. Follow up tender 2018.
- *Team Leader (3/2018-6/2018)*

Achievements

- Build strong relationship with Pharmacy departments
- Achieved: Quota increase 30% vs 2017; Sale 109% Target Grth 21% Listing Novomix 30 at Nha be, Binh Chanh Hospital

KEY ACCOUNT

02/2017 - 12/2017

NOVO NORDISK

Territories: Gia Dinh, Binh Thanh, Tan Binh, Area General Hoc Mon, Cu Chi, Tan Phu, 3,4,10 district.

Responsibilities

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP, Ryzodeg.
- Build plan activities with pharmacy department and board of director in short term and long term: Annual meeting, hospital meeting, CME, group present, support account.
- Collaborate and support sale team about tender information, key decision maker in drug committee, follow up quota utilization, order and built new quota.
- Collaborate and support pharmacy department, distributor, sales team to resolve problem: check tender document, contract, apply tender, direct purchase, and borrow medicine.
- *Team Leader (10/2017-12/2017)*

Achievements

- Listing successfully Ryzodeg at Cho Ray, 2 district, 3 district, Go Vap district.
- Quota increase 32% vs 2016- Sale: 111% Target.

MEDICAL REPRESENTATIVE

10/2015 - 02/2017

NOVO NORDISK

Territories: Contribute 20% total value of HCM 1 team: Area general Hoc Mon, 12 district, Xuyen A, Cu Chi, Go Vap.

In charge of all of Novo Nordisk's Insuline Novomix30, Mixtard FP.

Achievements

- Achieve 116% Target 2016, Growth: 75% Hoc Mon, 67% 12 District, 50% Xuyen A, 100% Cu Chi, 60% Go Vap.
- Best Growth Award.

MEDICAL REPRESENTATIVE

08/2013 - 09/2015

MSD

Territories: Hospital for Traumatology and Orthopaedics HCM, FV, 2 district, 4 district. Responsibilities

Product : Fosamax plus (Alendronat + Vit D), andriol (testosterone.

Achieve > 100% Target Q4'2013, Q1'2014, Q4'2014, Q1'2015

REFERENCES

Available upon request .