

CURRICULUM VITAE

PROFILE



Full name: NGUYEN XUAN LOC

Gender: Male

D.O.B: 26/02/1991

Place of birth: Binh Dinh

University: Ho Chi Minh City University of Medicine and Pharmacy

Major : Pharmacist

Time of Graduating: 11/2013

Address: 482A No Trang Long Str., 13 Ward, Binh Thanh Dist., HCMC

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CAREER OBJECTIVE

1-3 years: Develop skills of Pharmaceutical Business by working with position: *Product Specialist at TP HCM.*

3-5 years: Develop knowledge, skills through working experience, professional employees and training courses to achieve senior position.

EXPERIENC EXPERIENCES

10/2013 - 05/2015: Work as Medical Representative at AstraZeneca Company.

Job description:

Control the sales of Meronem/Anaropin at UMC1, UMC2, and Blood Transfusion Hematology hospital.

Follow up the tender information and support listing product to hospital.

Take care KOLs and Pharmacy Dept.

Establishes effective relationships, reliable and credibility with customers

Host product presentations to customers. Deliver key promotional messages to customers within approved detail aids and in line with action plan.

Result:

01/2014 - 05/2015:

- ✓ Achieve 4 quarterly sale goals: 109%, 122%, 111%, 117%, Grow 147% in UMC1 hospital.
- ✓ Listing Anaropin to UMC1 hospital.
- ✓ Expert in relationship with KOLs.

05/2015 - 08/2018: Work as Medical Representative at Boehringer - Ingelheim Company.

Job description:

Control the sales of Micardis/Trajenta at 115 hospital, Nguyen Trai hospital, and Binh Dan hospital, MUC1, MUC2, Tam Duc, FV, Quan 8, Xuyen A, Cu Chi.

Follow up the tender information and support listing product to hospital.

Take care KOLs and Pharmacy Dept.

Establishes effective relationships, reliable and credibility with customers.

Host product presentations to customers. Deliver key promotional messages to customers within approved detail aids and in line with action plan.

Result:

01/2016 - 01/2017:

- ✓ Achieve 100% target in 2016 and Leader Marketshare in 115 hospital.
- ✓ Listing Trajenta Duo to FV hospital in 4/2017.
- ✓ Good in relationship with KOLs.

01/2017 - 08/2018:

- ✓ Achieve 103% target in 2017 and Leader Marketshare in 115 hospital, MUC1.
- ✓ Grow Micardis 74% at Private Pharmacy in UMC1, listing Jardiance to UMC1.
- ✓ Join program Talent of Key Account Team 2017 and District Manager Team 2018.
- ✓ Win in "Customer winning contest 2017".

09/2018: Work as Senior Medical Representative at Eisai Company.

EDUCATION & TRAINING COURSE

2013: University graduated, major in Pharmacist, Ho Chi Minh City University of Medicine and Pharmacy .

2011: Creativity And Innovation Methodologies Course at University Of Science Ho Chi Minh Ci

SKILLS

Personal Skill:

- ✓ Effective **decision-making**
- ✓ Able to **work under highly pressure**
- ✓ Hard working and easy **adapt new environment.**
- ✓ Excellent verbal **communication** skills
- ✓ Skilled at **building relationships**
- ✓ Capable of working well as **part of team** or **independently**

Basic skill:

- ✓ Language skill: Fluent in speaking **English.**
- ✓ Computer skill: Good at using **Microsoft Office** such as Word, Excel, Powerpoint.

PERSONAL QUALITIES

Enthusiastic, devoted, creative, realible.

INTERESTS

Photography - Reading - Travelling - Reseaching new information.