

MANH HUNG NGUYEN

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Work Experience

09/2013 – 06/2017 Hanoi, Vietnam	Medical Representative - Merck Sharp & Dohme <ul style="list-style-type: none">➤ Responsible for two medications, Vytarin and Ezetrol, at four hospitals in Hanoi (Hanoi Heart hospital, Hanoi University of Medicine hospital, Hong Ngoc hospital, and Saint Paul hospital)➤ Achieved at least 100% of the sales target in every quarter, especially achieved 112 % of the total sales target of 2014.➤ Built the strong relationship with KOLs, thus contributing to the 2015-Hanoi-Heart-hospital tender result almost doubling what the company had expected.➤ Supervised two medical representative trainees during 4 months in 2016, both becoming medical representatives after this trainee period. ❖ Led multi-projects: <ul style="list-style-type: none">+ Led a 12-medical-representatives team to run the campaign, including 4 symposia, of launching the IMPROVE-IT trial in Hanoi in 2015.+ Led a 3-medical-representatives team to make the project, including 2 workshops, of increasing Hanoi sales force's awareness of pharmaceutical regulations in 2016. ❖ Awards: <ul style="list-style-type: none">+ 'Winning Spirit' in 2014, a recognition for the incredibly deep focus at work and the persistence in pursuing goals.+ 'Best Medical Representative' in 2014.+ 'Best Presenter' in 2015.
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Education

1/2018 – Present	Marketing Strategy Specialization – Online Course - IE Business School
2008 – 2013 Hanoi, Vietnam	Hanoi University of Pharmacy The Degree of Pharmacist – GPA = 7.21/10 (Top 20%)
2005 – 2008 Hanoi, Vietnam	Chu Van An Gifted High School High school diploma – Grade: good
Languages	English: IELTS – Overall score: 7.0 French: DELF B2 – Total score: 68/100 Vietnamese: Native
Hobbies	Travelling, Gastronomy, Sport (Cycling, Running Marathon, Tennis), Gardening