

NGUYEN DIEU HONG



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 Address: 41 Dinh Tien Hoang Street,
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 Date of Birth: 12/10/1995

EDUCATION

- University of Medicine and Pharmacy at Ho Chi Minh City (UMPHCM)**
• Major: Medicine Management and Supply
• GPA: 7.27
- English Communication Course**
• Achievement: Confidently Communicate
- Practical Category & Merchandising Management - CASK.vn**
• Be guided by Mr. Hua Thai Dat, Senior Trade Manager – Heineken Viet Nam
• Merchandising Strategies in Increasing Category Sales, one day trial course
- 2018 Graduate Student of Pharmacy**
Sep 2016 – Dec 2017
Aug 2017

WORK EXPERIENCES

- KPM International Trading J.S.C, Medical Representative**
• Contacted 5 potential customers, identified their needs, persuaded them about BluRibbon product
• Provided some after-sales services
• Achievement: communication skills, persuasion skills, customer care
- Tinh bột nghệ Online Store, Fanpage Administrator**
• Planned for brand advertising Campaign on Facebook and Website
• Responsible for customers’ demands on Facebook
• Achievement: well-organized, learn from critics, communication skills
- Oct 2017 – Mar 2018**
Dec 2015 – Sep 2016

EXTRACURRICULAR ACTIVITIES

- Pharmacy Graduation Thesis 2018**
• Convinced the Council by my arguments. Defended graduation thesis successfully (9.5/10)
• Learned from critics, exchanged information with my Tutors in the best way
- Pharmacy Traditional Camp 2017, “Catch the words” Project Manager**
• Organized an interactive game project with 6 members to earn income
• Sold out over 100 tickets for joining in game, attracted about over 700 people within 2 hours
- “Khảo Sát Chỉ phí Cúm ở Việt Nam” Research, Patients Data Collector**
• Be guided by Dr. Vo Quang Trung – Department of Pharmaceutical Management, UMPHCM
• Persuaded patients to provide their medical information for each 10-page-survey within 5 minutes
- Mar 2018 – Aug 2018**
Mar 2017
Oct 2016 – Nov 2016

OBJECTIVES

- Be the best learner in my team, as much experience as possible
- Take on exciting challenges and take best opportunities for self-development, for both hard-skills and soft-skills
- Have a broad understanding of our market to update knowledge of Sanofi products and get competitor’s intelligence as well as sales techniques and perform competitive intelligence
- Know how to contact to potential doctors, build and improve the relationships

SCHOLARSHIP

- Lawrence S. Ting Scholarship**
• Awarded to good grade, for disadvantaged students
- University Scholarship**
• Awarded to good grade
- Sep 2016 – Sep 2018**
3rd, 5th Semester

OTHER SKILLS

- | | | | |
|------------------|-----------|----------------------|-----------|
| • Communication | Excellent | • Learn from critics | Excellent |
| • Negotiation | Excellent | • Teamwork | Excellent |
| • Adaptability | Excellent | • English | Advanced |
| • Well-organized | Advanced | • Microsoft Office | Advanced |

HOBBIES



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