



CURRICULUM VITAE OF NGUYEN YEN NGOC

Personal details:

Date of Birth: March 31st 1989

Address: No 27 - Street No 4 - Ward 6 - Tan An city - Long An province

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Qualification:

Graduated at Medicine and Pharmaceutical HCM University in 2012

Experience:

- Product specialist at Hoffmann La Roche: from September 1st 2012 to June 1st 2015

Product: Mircera (injection to simulate erythropoiesis)

Main territory: An Binh, Nguyen Tri Phuong, Nhiet doi, Hoan My, 175 hospital

Job descriptions:

- Plan to work daily: list HCP meets (at least 10 HCPs/day), tools (ipad, paper), what to say, analyse sales
- Covering and right frequency of visits of target (HCP type A: four times a month, B: twice a month, C: once a month)
- Building the relation with HCPs, especially Head or Vice Head of Departments in hospitals
- Building and updating HCPs database system
- Product detailing to HCPs, promote and sell product to target audiences based on action plan and marketing plan
- To analyse sales figures of territory and define an action plan
- Report calls daily in CRM

- Collecting feedbacks of the HCPs on products and drug distribution activities, HCPs care activities of the distributors
- Understanding and update the activation of directly competitive drugs
- Activity plan related to drug detailing: group presentation twice or three a month, join to organize scientific seminar
- Participating in professional training courses about selling skills
- Comply with the reporting requirements of the leader and on time
- To analyse sales figures of territory and define an action plan

➤ Medical representative at Abbott : from June 1st 2015 to December 31st 2018

Product: Ensure, Glucerna

Main territory: Thong Nhat, Nguyen Tri Phuong, Nguyen Trai, District 4 hospital

Job descriptions:

- Plan to work daily: list HCP meets (12 HCPs/day), tools (paper), what to say, analyse sales
- Covering and right frequency of visits of target ((HCP type A: four times a month, B: twice a month, C: once a month)
- Building the relation with HCPs, especially Head or Vice Head of Departments in hospitals
- Building and updating HCPs database system
- Product detailing to HCPs, promote and sell product to target audiences based on action plan and marketing plan
- To analyse sales figures of territory and define an action plan
- Report calls daily in SFE
- Collecting feedbacks of the HCPs on products
- Understanding and update the activation of directly competitive products
- Management PG activations: selling products at OPD booth in hospital, delivering package in departments twice a week
- Activity plan related to product detailing: group presentation (once or twice a month), patient club (about 7- 8 times a month), join to organize scientific seminar, to organize and attend the public relation's events at weekends (once a month)

- Participating in professional training courses about selling skills
- Comply with the reporting requirements of the leader and on time
- To analyse sales figures of territory and define an action plan

Skill

- Basic English communication
- Experience in selling skill, presentation skill
- Advantage: acquire quickly, team-work ability, orderly