



NGUYEN TUAN HUNG

MEDICAL REPRESENTATIVE

📅 May 14, 1994

👤 Male

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OBJECTIVE

- Being the Best Medical Representative with high performance after 2-5 years working;
- Take advantage of skills, pharmaceutical knowledge and market understanding to bring value to customers and become a good Medical Representative.

EDUCATION

PHARMACEUTICAL INDUSTRY

Aug 2012 - Jun 2017

HANOI UNIVERSITY OF PHARMACY

GPA: 2.72/4.00 (6.69/10.00)

WORK EXPERIENCE

MEDICAL REPRESENTATIVE (HA NOI, BAC GIANG, QUANG NINH, PHU THO)

Aug 2017 - Present

CUU LONG PHARMACEUTICAL JSC.

Task:

- Maintaining and expanding relationships with the hospital pharmacy, health care professionals.
- Solving problems related to drug import, jobs related to drug procurement in hospitals.
- Solving problems of hospital debt with the company.

Achievement:

- Accomplished **129%** sales target in **quarter 4**.
- Got strong relationship with pharmacists in the hospital.
- Gained a lot of knowledge about the Medication Under Health Insurance.

BUSINESS GROUP MANAGEMENT

Jul 2016 - Nov 2016

ORGANIZATION TRADING HERBAL PRODUCTS IN HA GIANG, QUANG NINH, THAI NGUYEN

Task:

- Planning, help other members to sell and increase sales, manage import-export product in depot.
- General operating in sales, managing the member, advancing suitable marketing plans.

Achievement:

- The group's total revenue in 4 months is approximately **300.000.000 dong**.
- A vast data of customer about **140 people**.

LEADER OF MARKET INVESTIGATION GROUP, DEPUTY LEADER OF BUSINESS TEAM

Aug 2015 - Jun 2017

JOINTLY DEVELOPING HERBS IN VIETNAM CLASS

Task:

- Planning and joining pharmacy market investigation activities in Nghia Trai village, Lan Ong Street, Tue Tinh Street.
- Training sales and market investigation skills for new members.

Achievement:

- Built the platform, sales area from which to generate income,

develop skills for members of the class.

- Organized **"Amazing Race version of pharmacy class"** successfully.- Organized **"Thank god Pharmacist is here"** successfully.
- Found out **"18 medicinal plants"** with some information in HungYen, Ha Noi.

ACTIVITIES

MEMBER

Jan 2015 - Sep 2016

SUCCESSFUL PHARMACIST CLUB

- Selling, presenting products of some company of pharmacy suchas Nam Duoc Pharmacy, Châu Linh Pharmacy.
- Joining event, communication, market investigation and volunteeractivities of club.

MEMBER

Mar 2015 - Sep 2017

CAPITAL VOLUNTEER CLUB

- Giving strength in exam season season 2015.
- Organizing Mid-autumn program for children in Hagiang.

MEMBER

Sep 2012 - Nov 2012

PHARMACY VOLUNTEER

- Helping old people in Nursing home in Hanoi.
- Holding mid-autumn program for HUP cadre's children.

MEMBER

2013 - 2014

YOUTHDAY VIET NAM

- Propagate, parade blood donation campaign.

SKILLS

SOFT SKILLS: Presentation, Communication,Sales, Teamwork, Controlling Emotion, Planning



ANALYSIS SKILLS: 3C, SWOT, 5W1H



COMPUTER SKILLS: Excel, Word, Powpoint



REFERENCES

1. Mrs. Nguyen Thi Ngoc Ly: ASM of CUU LONG PHARMACEUTICAL JSC - Phone: 0975.838.279
2. Mr. Pham Ba Hanh: Director of Vietnam GreenPharmaceutical Valley - Phone: 0984.564.405
3. Mr. Ho Minh Duc: Product Specialist of Johnson &Johnson - Phone: 0961.827.887

CERTIFICATIONS & AWARDS

- Completed **"PharmaRep 2.0 about MEDICALREPRESENTATIVE"** course. (2014)
- Got the third prize at Sản Pharma competition (Reflecting, Solving problem skill) which organized by **"Reproductive Health Pharma HN club"**. (2015)
- Have the certificate of **"Don't Sell Product, Sell TheDifferences at TGMCORP"** course. (2017)