

VU THI PHUONG

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Professional Summary

Working professionally for a year as a Medical Representative with consistently being at the top of the sale chart. My main focus is on the best client-oriented service where teamwork, communication, persuasion, organizational skills highly excel at. I believe being diligence, open-minded and enthusiastic on the needs of customers just as much as mine brings the best experience to customers.



Career Goals

Being able to fulfill my working tasks well to contribute to the development of the company and carry out extra tasks to challenge myself in a less uncomfortable situations to develop my experiences and sharpen my skills. Seeing myself as one of the best medical representatives in 2 months and senior/manager position within 5 years.

Professional Experience

2017 - Current **Zuellig Pharma Vietnam Co., Ltd.**

Medical Representative

Take the responsible for working in some department in Bach Mai Hospital:

- Vietnam National Heart Institute
- Respiratory Center
- Emergency
- 4 another departments

And National Otorhinolaryngology Hospital of Vietnam; Hoe Nhai Hospital; Dong Do Hospital; National Hospital of Obstetrics and Gynecology

Detailed Work

- Built up and maintain relationship with KOLs, expand new business
- Follow up and resolve issues related to tender, quotation, customer complaint and business action of competitor...in field
- Make marketing plans in my business: group presentation, sponsorship and build up the strategy...

Becoming the best seller of the 1st quarter with 163%

Feb 2017 **NIPRO Pharma Vietnam Co., Ltd.**
Internship

2015 - 2017 **DOTRAN Vietnam LLC**
Saleman

2013 - 2017 **The 4th Asian Association of Schools of Pharmacy Deans Forum**
The 13th Asian Conference on Clinical Pharmacy
Volunteer

Education and Awards

2012 - 2017	Haiphong University of Medicine and Pharmacy <i>BSc Pharmaceuticals, Standard Program</i> Grade: Credit 7.67
2015 - 2016	NIPRO Pharma Vietnam Co., Ltd <i>Scholarship</i>
06/2015	Haiphong University of Medicine and Pharmacy <i>Scholarship for Excellent student</i>

Skills

Vietnamese		Competency		Internet/Email	
English		Management		Microsoft Office	
Communication		Teamwork			