



## NGUYEN KHANH MINH

22/05/1981

Male

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K103/7 Nguyen Du Street, Hai Chau District, Danang city.

## CAREER OBJECTIVES

Applying experiences gained during previous job on sale skills and understanding of the market to become a professional salesperson, bring more values to customers, helping companies increase sales and customer expansion, thus helping yourself get a professional working environment with reasonable and stable income.

## SKILLS

Office computer, Internet

Sale

Marketing

## HOBBIES

- Reading
- Football



## EDUCATION ANH TRAINING

**\* DUY TAN UNIVERSITY**  
Major: University Pharmacist

07/2013 - 07/2017

**Very Good**

**\* DANANG ECONOMICS-TECHNOLOGY SCHOOL**  
Majors: Information Technology

07/2000 - 07/2002

**Graduated with Excellent certificate**



## EMPLOYMENT HISTORY

**\* DANAPHA PHARMACEUTICAL JOINT-STOCK COMPANY** 03/2005 - 02/2017  
Sales Manager in the provinces of Thua Thien Hue, Da Nang, Tay Ninh, Binh Phuoc, Dak Nong.

**- Jobs:**

**In charge of management ETC segment (Hospitals, Medical Centers, Clinics):**

**• Put company's products on the drug procurement list of hospitals, medical centers, make and package tender documents.**

- Managing collaborators and salespeople
- Managing and implementing the contract with the successful bidder.
- Sales and management of customer debts.
- Capture information on market / competitors.
- Implementation of the benefits that customers are entitled under the policy of marketing, sales, promotions, customer care in areas prescribed by the company.
- Develop corporate image and maintain good relationships with clients (doctors, pharmacists, ...).

**\* KALBE INTERNATIONAL PTE. LTD** 4/2017 - 12/2017  
Medical representatives in the provinces of Da Nang

- Develop portfolio, bidding documents provided Health Insurance medicine at hospitals and health centers in regional areas.
- Recommended effective business policies.
- Sales and Customer Care, company image building and maintaining good relationships with customers.



## CERTIFICATES

- TOEIC certificates 2016
- English Certificate at B level 2001
- CPE Certificate training Advanced Pharmacy skills 2011



## ACHIEVEMENT

**Excellent staff at Danapha Pharmaceutical JSC company in 2012, 2013.** 2012 - 2013



## CHARACTERISTICS

- Have a good health, able to work independently.
- Dynamic, enthusiastic and willing to learn .
- Have the spirit of solidarity and sociable.
- Have the spirit of high responsibility and passion for the job.
- Ability to work well under pressure.