NGUYEN THI TUONG VAN



Education -

UNIVERSITY OF MEDICINE AND PHARMACY, HO CHI MINH CITY

Pharmacist



Work Experience -

SANOFI JUL 2018 - NOW

Medical Representation

Main responsibilities:

- Territories covered: all hospitals in Dong Nai
- Directly report to Area Manager
- Good relationship with KOLs, Doctors and Pharmacists in areas of Dong Nai.
- Good relationship & collaboration with colleague, manager in company
- Well manage segmentation on target customers .
- Well plan in work (based on the segmentation, set up business plan for field contact, Round table, coaching plan with details, pubic relationship plan ...)

FEB 2017 - JUL 2018 **ASTRAZENECA**

Medical Representation

Main responsibilities:

- Achieve sales objectives for territories as assigned.
- Deliver product key messages to customers.
- Maintain business relationship with doctors, key pharmacists.
- Explore and expand new customer base in line.
- Carry out seminars and assist to arrange or hold symposium and congress for doctors.
- Report all activities of the market relating to assigned product lines.

NUTRICIA ADVANCED MEDICAL NUTRITION

MAR 2016 - JAN 2017

2012

Medical Representation

Main responsibilities:

- Establishing the relationship with doctors, hospital representatives.
- Developing and maintenance the business relationship with doctors to enhance the revenue objectives in business.
- Consult to the doctors about company products' advantages in order to ensure that doctors can understand clearly and deeply about the company's products
- Support the company to implement the marketing strategy, conference, or event.



BASF COMPANY JUN 2012

Collaborator to the program "Kid's Lab"

Organize and guide the students practice the chemical experiments



Certifications

Certificate of Import – Export practice and International Businessby FOREIGN TRADE UNIVERSITY





- # FEB 10, 1990
- 0985 385 870
- tuongvan1224@yahoo.com.vn
- Dong Nai Province

SKILLS -

Negotiation customer

Good communication

Logical thinking and creative

Public Speaking

INTERESTS -

- Music
- Reading book
- Travelling

2012



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