



# NGUYEN ANH KHIEM

## CONTACT WITH ME

- 📞 0937 967 254
- ✉️ dsanhkhiem@gmail.com
- 📍 No. 38, Street 7, Hiep Binh Chanh Ward - Thu Duc District - HCM City

## ABOUT MYSELF

My name is Nguyen Anh Khiem. I am a Pharmacist. I was a Clinical Pharmacist, now I am a Medical Representative, I am very interested being a Medical Representative and I am full of energy to find great opportunities and I always desire to contribute the development of society. Give me a chance to work, I will prove my excellent work ability.

## ✂️ WORK EXPERIENCE

### 1. VIET HA PHARMA CORPORATION

Feb'2017 - now

#### *Medical Representative*

- Responsibilities: Monitoring competitor activity and their products, negotiating contracts, identifying and establishing new business, maintaining customer detailed records, promoting and selling company's products, reviewing sales performance.
- Products: Neocodion, Dopegyt, Ery 250, Pepsane, Exomuc, Albis, Alvesin, Siofor ....
- Area: District 12, Binh Thanh District
- Result: Reach 75% revenue in my first month, 92% revenue and 80% coverage target completed in Mar 2017, achieve 105% sales target in C4'2017

### 2. DINH QUAN REGIONAL HOSPITAL

Feb'2015– Feb'2017

#### *Clinical pharmacist*

#### **Responsibilities and Achievement**

- Monitoring and reporting of adverse drug reactions
- Analysis of drug use in daily prescriptions, in inpatient cases
- Practicing knowledge of pharmacy
- Participating in pharmaceutical bidding and medical equipment bidding at the hospital

## 📖 EDUCATION

### **Ava call steps training**

Feb' 2017

Gaining experience in communicating with customers, knowing how to handle unexpected situations in communication

**Dong Nai Medical College- pedagogical training course**

**May'2016 – Jun'2016**

Practicing speaking and communicating in front of the crowd

**HCMC university of medicine and pharmacy**

**2009-2014**

Bachelor of science in pharmacy

**Grade: Good**

## **COMMUNITY ACTIVITIES**

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**CHARITY** Sending Mid-Autumn gifts, Christmas gifts to poor children

**SPORTS** Participants the 20/11 football tournament, the sports hall celebrated  
in The day of the drugs

## **SKILLS**

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- ◆ **ENGLISH**                      ● ● ● ● ● ● ● ● ○ ○ ○
- ◆ **OFFICE TECHNOLOG**        ● ● ● ● ● ● ● ● ○ ○
- ◆ **PRESENTATION**            ● ● ● ● ● ● ● ● ○ ○
- ◆ **SELL**                         ● ● ● ● ● ● ● ● ○ ○ ○
- ◆ **WORKING GROUP**          ● ● ● ● ● ● ● ● ○ ○
- ◆ **TIME MANAGEMENT**     ● ● ● ● ● ● ● ● ● ●

## **HOBBIES**

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- ◆ **reading books**              Expanding knowledge, learning vocabulary and communicating
- ◆ **playing badminton**        Health promotion, Strengthen the toughness of the muscles, increases  
the strength of the body
- ◆ **playing football**           Practice team spirit and self discipline

## **CAREER GOALS**

Working in a dynamic, professional, competitive environment to promote all of my abilities.