



LE QUOC THANG

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Gender: Male

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About me

- A fast learner, a communicative person with strong desire to self-improvement and responsible contribution to success of organization
- Well organized with a clear and positive approach to problem solving
- A disciplined yet positive person

Education

Sep 2011 – July 2016

University of Medical and Pharmacy in Ho Chi Minh City

Major: Pharmacy

Graduated in Good degree, GPA 7.34/10

Experience

Sep 2015 - June 2016

Science Research Department at Pharmacy Faculty

Role: Research Intern Pharmaceuticals

- Studied on cause - effect relationship and optimization of exemestane loaded nanostructured lipid carriers (Exe-NLC)
- Article about Exe-NLC is accepted by International Journal of Pharmacy and Pharmaceutical Sciences (IJPPS), press May 2017.

July 17, 2016

The First Asia Conference on Pharmaceuticals Sciences

- Location: Ton Duc Thang University, Hochiminh city, Vietnam

- Poster at Conference: "Study on cause - effect relationship and optimization of exemestane loaded nanostructured lipid carriers" - medicine target for cancer therapy.

Aug 2016 – Dec 2016 **Novartis Services AG, Vietnam**

Role: Intern for Marketing

- Support Marketing team for designer & develop medical material (leaflet, brochure, standee) for HCPs (Retinal specialist, general Ophthalmologists, Endocrinologists) in nationwide and for disease awareness document for patients.
- Monthly Webcast for Ophthalmology Doctor.
- Collaborate with Medical team to brief medical document from article or journal about Ranibizumab, medicine improving visual acuity for wAMD, DME, RVO, mCNV patients.
- Perform other tasks relating to field force activities as assigned.

Jan 2017 - Now **Novartis Services AG, Vietnam**

Role: Medical Representative – Specialized Retina Product

- Coverage specialized eye field in ½ HCM and South East (HCM Eye Hospital, FV, Thu Duc District, Ba Ria – Vung Tau Eye...) with more 50% distributor national sales contribution
- Achieve high performance ($\geq 100\%$), maximize distributor tender quota, always on the top MR in franchise, be well-done with good performance in the largest account of Novartis (HCM Eye Hospital # \$ 550,000 / quarter)
- Successfully collaborated with cross-functional department: KAM on following up tender and listing LUCENTIS at Thu Duc District & Ba Ria – Vung Tau Eye hospitals; Medical on virtual congress, overseas preceptorship at key hospital; Marketing on screening program, patient education, product symposiums
- Build strongly relationship with Top KEEs (Retina Specialist) and deeply understand territories.

Activities

Sep 2011 – Jan 2016 **Pharmacy Faculty Skill Club**

Jan 2014 – Feb 2014 **Spring Volunteer Campaign**

June 2014 – Aug 2014 **Green Summer Campaign (GSC)**

Skills

- Microsoft office
- English communication skill
- Sales experience, solving problem
- Experience of customer care and communication
- Presentation skill and ability convince customers
- Team work spirit
- Time management effectiveness and independent working

Certifications and Prizes

- Vietnam Red Cross – Standard first aid Certificate
- Student of 5 great achievements in 2013-2014
- Certificate of Public Speaking in 2017

Interests

Badminton, swimming, listening music, reading books, travelling