

# Pham , Thi Hong Hanh

## General Medicine Doctor

A confident and pro-active young person who has the necessary drive, commitment and interpersonal skills required to deliver results



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## WORK EXPERIENCE

### Director Assistant

#### TanThanh Pharmaceutical and Trading Corporation

08/2017 – 12/2018

Vietnam

Leading company in hemodialysis trading in Vietnam

##### Achievements/Tasks

- Building/ maintaining relationships with both internal/external customers including sales and marketing team, cooperate market access, individual physicians, political and patient KOLs, and with key organizations, and select payer organizations.
- Design, develop and implement activities that enable the company to secure Optimal reimbursement and realize the maximum commercial potential of current and future products marketed in Vietnam. Enhance the effectiveness of the sales and marketing groups and further develop the reputation of company as a credible, research-based pharmaceutical organization that brings high value products to stakeholders in Vietnam.
- Identify key option leaders and their organizational relationships in key stakeholder groups (payer, patient and physician)
- Assist with the development and implementation of public relations and government affair strategy as it pertains to the market access environment
- In charged of organization or/and participate in the organization for professional congress/ conference or seminar which related to business field
- Support doctors who work in the business field in congress/ conference, seminar
- Create reports and submit them to the director or other executives

### Marketing Manager

#### TanThanh Pharmaceutical and Trading Corporation

12/2017 – 12/2018

Vietnam

Leading company in hemodialysis trading in Vietnam

##### Achievements/Tasks

- Managing all marketing for the company and activities within the marketing department.
- Help create and maintain a strategic market plan for products
- Developing the marketing strategy in line with company objectives.
- Remain current regarding the external market environment
- Creation and publication of all marketing material in line with marketing plans.

## SKILLS

Medical Interpreting

Business Translating

Teamwork

Leadership

Communication

Presentation

Public speaking

Decision Making

Negotiation

Research & Strategy

## VOLUNTEER EXPERIENCE

### Cabin Interpreting

#### The first meeting of Vascular Access

10/2018

Hanoi, Vietnam

### Escort Interpreting

#### Project Foundation

02/2016 – 03/2016

Brussels, Belgium

### Volunteer

#### WHO Vietnam

2011 – 2012

Hanoi, Vietnam

### Lecture Interpreting

#### Hanoi Medical University

2011 – 2012

Hanoi, Vietnam

## LANGUAGES

Vietnamese



English



French



Danish



Chinese



## INTERESTS

Writing

Reading

Yoga

Playing music

Web game

Cooking

## **WORK EXPERIENCE**

### **Project Specialist/ Product Manager**

#### **TanThanh Pharmaceutical and Trading Corporation**

08/2017 – 12/2018

Vietnam

Leading company in hemodialysis trading in Vietnam

##### **Achievements/Tasks**

- In charge of product specialist, receive any feedback from customers, solve and reverse. Maintain effective internal communications to ensure that all relevant company functions are kept informed of marketing objectives.
- Create, manage the social projects: creating hemodialysis center and combine HD, PD center (Ha Dong, Soc Son, Duc Giang)
- Ensure all relevant scientific/ sales and business data needed is available in a timely manner

### **Marketing Manager**

#### **TanThanh Pharmaceutical and Trading Corporation**

12/2017 – 12/2018

Vietnam

Leading company in hemodialysis trading in Vietnam

##### **Achievements/Tasks**

- Managing all marketing for the company and activities within the marketing department.
- Developing the marketing strategy in line with company objectives.
- Creation and publication of all marketing material in line with marketing plans.

### **Director Assistant**

#### **SKC Brand Office**

06/2016 – 06/2017

Belgium

Medical Trading Company

##### **Achievements/Tasks**

- Creation and publication of all marketing material in line with marketing plans.
- Create, manage the medical projects
- Design, develop and implement activities that enable the organization to secure Optimal reimbursement and realize the maximum social potential of current and future project.
- Create reports and submit them to the director or other executives
- Work with the director to coordinate and supervise daily operations
- Assist in developing and implementing plans and goals for the department

### **Project Assistant**

#### **UNICEF Office**

05/2015 – 09/2016

Denmark

NGO

##### **Achievements/Tasks**

- Work with a project administrator, following directives in a support role
- Handling details related to conducting research, drafting reports, keeping project management tracking systems updated and fielding calls and managing correspondence from project team members
- Handle administrative functions, such as planning meetings, performing outreach, tracking budgets and overseeing the minute details associated with complex task tracking

## **EDUCATION**

### **General Medicine**

Hanoi Medical University

2011 – 2017

### **General Medicine**

University College Zealand

2013 – 2016

### **Medical Research**

Katholieke University Leuven

2016 – 2017