



TRAN THI TRINH

February 12th 1996

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0978561607

TARGETS

- Devoting myself into the development of your company with my all abilities
- Becoming a good employee and having a potential career progression
- Having chances to study more and enhance myself

EXPERIENCES

Medical Representative: August 2018 – September 2019: Abbott

Laboratories S.A

Ensure to achieve the sales objective and relationships with partners by:

- Focus and update data customers
- Ensure the covering and right frequency of visits of target
- Convince and establish privileged relations with target Health Operators in order to achieve sales
- Promote and sell products to target audiences based on action plan and marketing plan
- Update knowledge of products and get competitors's intelligence as well as sales techniques and perform competitive intelligence
- Ensure link and transmission of information to line management
- Deliver and report promotional tools on his or her territories

Working in Pharmacy: August 2017 - May 2018: Tan Tai Pharmacy

Dispensing medication to patients and answer any questions that they may have about prescriptions, over-the-counter medications, or any health concerns that the patients may have.

SKILLS

- Good at Ms office (Word, Excel, Powerpoint, Outlook...)
- Good English skills, IELTS 5.5
- Essential skills such as: analytic skill, customer service skills, selling skills, communication, negotiation, presentation skill, teamwork, independent working, time management skills, problems solving skills, interpersonal skills...
- Careful, energetic, highly motivated, openness, sincere, ability to acquire knowledge and use it flexibly
- Achieve consensus and perform under pressure

EDUCATION

Ho Chi Minh City University of Medicine and Pharmacy

Faculty of Pharmacy

GPA: 7.22/10