

Nguyen Thi Huyen Trang

MEDICAL REPRESENTATIVE



Personal information

Date of birth 18/08/1994
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Address 349 Minh Khai street, Ha Noi

Career goal

Become a professional salesperson, contribute high sales to the company

Skills

Presentation

Communication

Negotiation

Teamwork

Office computer

Hobbies

Travelling with friends, reading

Education

2012 - 2017

Ha Noi University Pharmacy

Majored in : Clinical Pharmacy

Work experiences

August 2017 - February 2018

Sao Thai Duong Joint Stock Company

Job position : Telesale and marketing

- Telesale : contact with customers, provide information on the benefits that products bring to customers , close the deal, customer care.
- Marketing : Make plans to market new products, deploy plans, track the effectiveness of media plan. Write the content of commercial for the product that is already on the market.

Achievements :

- **Telesale** : Turnover in December, 2018 **500 million VND**, exceeded target sales by **20%**.The number of new customers increased **16%** over the previous month.
- Successfully developing sales through sales agent model in Quang Ninh
- **Marketing** : **Complete 100% KPI**

Experiences :

- Set goals, follow my goal
- Time management
- Communicate with customers, colleagues
- Convince customers
- Withstand the pressure
- Hard word, patience
- Analysis, evaluate company's products, company's competitive products, market to create effective marketing strategies.

Extracurricular activities

2014 - 2017

Nu Cuoi volunteer club

Nu Cuoi volunteer club Deputy of Event department

- Carrying out activities such as hosting volunteer programs at hospitals, planning and organizing events for cancer children at K3 hospital, Tan Trieu, Hanoi.
- Inviting sponsorship of **300 books and 20.000.000 VND** for a volunteer program of the club named " Nu Cuoi Nghe An ".

Experiences :

- Confident communication in front of the crowd
- Flexible handling of situations
- Negotiation skills