

# LE THI KIEU OANH

- Full name: LE THI KIEU OANH
- Sex: Female
- Date of birth: 24 September 1985
- Place of birth: Tay Ninh province.
- Nationality: Vietnamese
- Marital status: Married
- Address: 78/13 Number 6 Street, HCMC
- Contact mobile: +84 909066608
- Email: ds.kieuoanh@gmail.com
- General condition of health: Good.
- Profession: Pharmacist



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## PERSONALITY

- Able to work in competitive environment and under high pressure.
- Able to manage time and daily tasks logically in priority order.
- Proactive, self-motivated and responsible for the tasks assigned.
- Work effectively in team with high teamwork spirit and leadership.
- Willing to go extra mile and hard word.

## WORK EXPERIENCES

**May 2017 – Present: Account Manager**

### **Siemens Healthineers Representative Office**

- Work with key stakeholders/KOLs of the hospitals in the planning to build tender in those hospitals.
- Implementation the programs/activities in collaboration with distributor, marketing team in line with the company's strategies to sell the products.
- Build action plans to maintain the old accounts and expand the new accounts.

## **Oct 2014 – Apr 2017: Product Specialist & Area Sales Manager**

### **Woerwag Pharma GmbH Representative Office**

- Set objectives (company image, tender, sales,...) and plan to achieve them
- Good relationship with top KOLs
- Approach & develop new territories, list products in tender of reimbursement and service sector.
- Coaching for MRs about selling skills, how to evaluate potential customers.
- Good product knowledge and presentation skill
- Negotiation skill and build relationship with KOLs, stakeholders.
- Plan for work & travel schedule
- Prepare week or monthly report as the company require
- Manage budget for all sales activities.
- Review the performance of the sales team and motivate and stimulate them to further greater achievement.
- Monitor sales trend and competitor's activities in assigned territories.

#### **Achievements:**

- My sales performance in 2016 was **achieved 108%** with Tender grew up **67%** compared with the results in 2015.
- My sales performance in 2015 was **achieved 121%**, grew up **44%** compared with the results in 2014.

## **October 2008 – Sep 2014: Medical Representative & Product Specialist**

### **Novartis Pharma Services AG –Ho Chi Minh City**

- Responsible for sales & tender at Eye hospitals and some hospitals in Ho Chi Minh City. For all of Optha. Products: Occulotect, Okacin, Genteal, Voltaren optha, Spersadexcomp.
- After Alcon merged with Novartis, responsible for Lucentis product. I was designated to work in all of hospitals of HCMC.

## **Achievements**

- 2013 – 2014: Achieved 123% of sales achievement of Lucentis which was a key product at the company.
- Best saler of Novartis in 2014.
- 2012 – 2013: Good performance 126 % with the target to make a remarkable winning tender of Luccentis at Eye Hospital.

## **EDUCATION BACKGROUND**

- Graduated in 2008 at Medical University of HCMC with the major is Pharmacist.
- Certificate of Achievement the course “Key Account Management”.
- Study at BMG Center and complete the Pharmaceutical Marketing course.
- Complete “Presentation skill” course.

## **DESIRE**

- Strong learning & development in career

## **REFERENCE**

**NGUYEN HO 0908919030**

**DO THI LE THU (SALE & MARKETING MANAGER) 0918297421**