



HIEN HOAI GIANG

Medical Representative

- September 18, 1994
- Male
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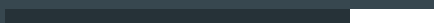
OBJECTIVE

Short-term goal: Work in a professional environment, dynamic and challenge, learn with good leaders and colleagues, i can use and enhance the knowledge and the strengths that i have.

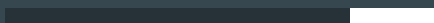
Long-term goal: : Become an excellent Medical Representative and being promoted to management position after working 3 years.

SKILL

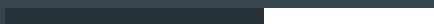
TEAM WORK



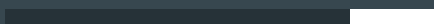
SALE AND CONVICEMENT



PRESENTATION



COMMUNICATION



ENGLISH



SỞ THÍCH

- Read book, Cinema...
- Play sport, music, singing...



EDUCATION

VO TRUONG TOAN UNIVERSITY

Pharmacy (Full time)

Graduation result : Good

08/2013 - 08/2018



EXPERIENCE

DHG PHARMACEUTICAL JOIN STOCK COMPANY

Medical Representative - ETC

11/2018 - 07/2019

MAIN ACTIVITIES :

- In charge of Binh Duong province and customers is hospital and clinic.
- Meet doctors and pharmacists to introduce products, to convince doctors to use the company's drugs in prescription.
- Collect customer information. Plan work and plan to finish quarterly sales targets.
- Building relationships with doctors and pharmacists.
- Learn products and policies of competitors.
- Maintain and expand the area.
- Organizing presentations and supporting Maketing team in Scientific conferences.

ACHIVEMENTS :

- Completion of 3-quarter sales targets: Quarter 4/2018 - 120%, Quarter 1/2019 -120%, Quarter 2/2019 - 105%.
- Expanding the number of customers to 30 guests to 40.
- Sales growth of 15% every quarter.

TRUNG NGUYEN COFFEE

Part-time Job: Sampling

06/2018 - 07/2018

- Receiver Coffee G7 products, arranged and displayed products.
- Invite customers to sample coffee g7 free.
- Introduce customers about the products, prices, discounts, gifts when buying products.



ACTIVITIES

"THIEN DUYEN" CHARITY GROUP

Member

01/2013 - 01/2017

Participating in fundraising, support for poor childrens and orphans. Carry out volunteer journeys to donate books and clothes to the orphans, clean up the orphanage for orphans.

SUMMER COURSE AT THE PAGODA

Student

07/2017 - 07/2017

Participating in buddhist practice , sitting meditation, listiening to sermons on filial piety, ceremony, credit and Jion team games.



CERTIFICATION

Basic english: Good

2017

Microsoft office: Excellent

2017