



TRAN DINH DUONG

Pharmacist



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WORK EXPERIENCE



Merck Sharp & Dohme - MSD

Aug 2018 – Now

Medical representative

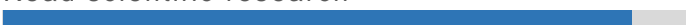
- Introduce 4 MSD's vaccine products in many assigned territories (PMC Thu Duc, 9, 10, Thu Duc hospital).
- Account management, Implement marketing campaigns, monitor and support tender process.
- Achieved high sales results (100 – 220% sales target) and high BAP, CFI scores.
- Lead some tasks of team: training project, all digital projects.
- Assist DM in many tasks such as sales forecast, sales analysis, build BAP template for the team.
- Assist PM in some marketing activities such as: translating scientific research, building slides, building website content, organizing symposium, webcasts, CME online.

PROFFESIONAL SKILLS

Digital skills



Read scientific research



Leadership



ABOUT ME

I am a quick learner and efficient worker, able to manage multiple responsibilities. I am an ambitious person and desire to develop myself and develop my career quickly. I had nearly 2 years of experience working in the pharmaceutical business so have experience in both sales and marketing. I not only do well the normal work of a Medical representative, but also undertake many of the team's tasks as a leader.

EDUCATION



**University of Medicine and Pharmacy,
HCM city (2014 – 2019)**

Major: Pharmacist

GPA : 7.72 (top 10%)

Regularly participate in charitable activities.

Achieve many scholarships.

LANGUAGE

English

Intermediate level.

Good at medical english.

AWARDS

Online clinical contest

First place award