

# TRAN HUU PHAT

## MEDICAL REPRESENTATION

### PERSONAL INFORMATION

#### Information

- Birthday: 15 August, 1993
- Place of birth: Binh Dinh
- Gender: Male
- Address: 661 Xo Viet Nghe Tinh, Binh Thanh District, HCMC
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### EDUCATION

- **Pharmacist in Vo Truong Toan University** (2011 – 2016)  
Degree classification: Good
- **English** – Level B

### OBJECTIVE

- I'm looking for a multinational pharmaceutical company with professional and dynamic working environments.
- I have the desire and passion to learn and improve myself continuously through working and contributing for your company.
- I want to bring the benefits of good quality medicines to Vietnamese patients.

## EXPERIENCES

### **HYPHENS PHARM.CORP (SINGAPORE COMPANY )**

Position : Medical Representative - ETC channel

**05/2017 – 09/2017**

Product : Sterimar, Dorithricin.

Duties :

- Manage effectively following territories: Hung Vuong Hospital, An Binh Hospital, FV Hospital, University Medical Center HCMC 2.
- Succeed to establish a good stable relationship with Otorhinolaryngology, Paeditrician, Obstetrician doctors.
- Take responsibility in marketing strategies and other activities.
- Had the good relationship with the KOL ( head of each department ) .
- Had the good relationship with head of pharmaceutical department to assist the KAM for tender listing .
- Having good feedbacks from KAM about working discipline and performance.

### **CUU LONG PHARMCEUTICAL JOINT STOCK COMPANY**

Position : Medical Representative - ETC channel

**07/2016 – 04/2017**

Product : Rabeprazole, Tenofovir.

Duties :

- Manage effectively following territories: Gia Dinh Hospital, Nhiet Doi Hospital.
- Succeed to establish a good stable relationship with Gastroenterology, Hepatology, Endocrinology.
- Take responsibility in marketing strategies and other activities.
- Have accumulated experiences such as communication skills, good selling skills that a Medical Representative needs

### **CAN THO GENERAL HOSPITAL**

**2016**

Job Description: Internship

- Counsel patients about the proper use of medicines.
- Practice the survey of ETC product.
- Have extra activities with hospital staff.

## SKILLS AND QUALIFICATIONS:

- Being able to build customer relationship.
- Ability to perform tasks/multitask in fast-paced environment and work independently.
- Computer skills with proficiency in MS Word, Excel, Power Point.
- Very friendly and enthusiastic in work.
- Being able to learn and explore new knowledge.
- Being able to work under pressure and high intensity.

## ACTIVITIES:

- Green summer campaign.
- Exam season supporting program.
- Humanitarian blood donation.
- Activity at university: Football Team, Guitar.