

LÝ HỮU TIỀN



Date of birth

March 24, 1992

Phone

0934 769 794

Address

Ho Chi Minh, Viet Nam.

Gender

Male

Email

huutienk36@yahoo.com

EDUCATION

Sep 2010 - July 2015

Can Tho University of Medicine And Pharmacy

Major: Pharmacy

SKILLS

Business Strategy

Customer Relationship Management

Analysis thinking and planning

Collaborative Leadership

Sale Presentation

HONORS & AWARDS

Talent Group, Ready to Lead class at MSD

Senior Medical Representative at MSD

Best Medical Representative 2016

Best Medical Representative 2017

Best Business Action Plan 2017

ADDITIONAL LEARNING

Sale Manager Course

Marketing Course

INTERESTS

Reading book

Music

Travel

Badminton

WORKING EXPERIENCE

June'15 - Present: **MSD Viet Nam**

****June 2015 - Nov 2015: Assoc.I, Administrative Service**

Main responsibilities:

- Geo - maximization other med reps' territories: Xuyen A, Pediatric I Hospital, PMC 9, 12, Thủ Đức, Hóc Môn, ...
- Execute MKT strategy.

Recognition and Gains:

- **Promoted by Second Line Manager to be a main sale rep** at Hung Vuong and Van Hanh Hospital from Sep 2015

****Dec 2015 - Dec 2017: Medical Representative**

****Dec 2017 - Present: Senior Medical Representative**

Main responsibilities:

- Territory planning, forecast & execution of business plan:
 - + Hùng Vương, SI Hospital, PMC 9: RotaTeq, Varivax (Dec'15-Mar'17)
 - + MeKong O&G Hospital, Vạn Hạnh, Gia Định: Gardasil, RotaTeq, Varivax, MMRII (Mar'17-Dec'17)
 - + Tu Du, Ung Buou Hospital: Gardasil, MMRII (Dec 2017 up to now)
 - Deliver products through sale call, group presentation.
 - Build strong brand and partnership with portfolio customers: KOLs, head of departments, key doctors and nurses.
 - Allocate exact target patients for customers to concentrate and maximize business.
 - Collaborate with cross-function: marketing, medical to execute many BU projects, strategy and geo-maximization.
- ### Recognition and Gains:
- 2016: Achieve **107%** target, **Best Med Rep 2016 Award, Top 3 BAP**
 - 2017: Achieve **125%** target, **Best Med Rep 2017 Award, Best BAP**
 - **Recognized by Franchise Manager as a Team leader** for proactive supporting team, connecting sale team and MKT team during vacant manager timing in Q2'2017.
 - **People Management Experience:** 3 med reps, 2 trainees.
 - **Execute business strategies, leaderships, soft skills,...** through **Ready to Lead class** and many BU projects: Sale Team Excellent project, Tender process, symposium team project,...
 - **Promoted to Talent Group.**