



NGUYEN VAN HIEU

Medical Representative



0948.095.218



nguyenhieudkh@gmail.com



November 10th 1991



Tuan Hung – Kim Thanh – Hai Duong



Facebook.com/nguyenhieudkh



CAREER GOALS

- ❖ **3 months** Learn, get to know and complete the work assigned
- ❖ **1 year** Consolidate sales skills and boost sales
- ❖ **5 years** Sales leader or sales manager



EDUCATION

2009-2015: Hanoi University Of Pharmacy
Major: Pharmaceutical Industry



SKILLS

Present, Speaking



Team Work



Computer



Good Health



English



WORK EXPERIENCE

- **Sale executive/ Surgical Specialist for Alcon Surgicals (Alcon eye medical devices)** **2017 - now**
 - Experienced in medical supplies market.
 - Have knowledge of medical equipment and medical supplies
 - Regularly accompany the doctor during surgery in the operating room
 - Presentation skills and good customer persuasion
 - Get ability to read, search and analyze informations
 - In charge of the region, there are 4 provinces: Hai Phong, Hai Duong, Thai Binh and Quang Ninh
- **Staff of business department of Hai Duong Pharmaceutical Medical Material Joint Stock Company (HD PHARMA)** **2015 - 2017**
 - *Track and report sales*
 - *Administrator of Team building Tender offer*
 - Understand the process of drugs and medical supplies tender
 - Know the list of drugs and medical supplies in the hospital
 - Get knowledge about drug laws, rules on prescribing, drug bidding
 - Have a very good relationship with the Department of Health and Doctors



ACTIVITIES

- ❖ A member of performance Teams of HUP. Taking part in performing arts activities as in 26-3 camping festival
- ❖ Become a contributor to the program “Trao yêu thương – Nhận tình nghĩa” with Sao Thai Duong company (August 2014)
- ❖ Tutor, waitress, shipper...



HOBBIES



MY DESIRES TO WORK

- ❖ To become employees to contribute for company.
- ❖ Get good income.
- ❖ To interact and learn experiences from the members of the company.