

CURRICULUM VITAE

PERSONAL INFORMATION

Full name: **DO BAO TRAM ANH**

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SUMMARY

I am a pharmacist who wants to challenge myself in the pharmaceutical business development area. Knowledge, experience, skills and enthusiasm are the most precious assets I can make a valuable contribution to pharmacy business activities.

Moreover, I would like to say I have a voracious appetite for learning new things, which allows me to quickly acquire product/service information and market intelligence. Besides, with good interpersonal skills, I can easily engage myself to different business environments. In addition, I always feel energetic to travel and stay on the field to exploit business opportunities. With all of these, I believe I can play a helpful role in the development process of many organizations.

EDUCATION BACKGROUND

University	University of Medicine and Pharmacy, Ho Chi Minh City 2014-2017
Degree	Pharmacist
Major	Pharmacy (University)
Grade Point Average (GPA)	7.15/ 10
Award	Credit

Others

University	University of Agriculture and Forestry 2007-2011
Degree	Bachelor
Major	Biotechnology
Grade Point Average (GPA)	8.0/ 10
Award	Distinction

Training course

Name of school/ Organization	University of Economics Ho Chi Minh City 2011
Specialization	Business administration

LANGUAGE & COMPUTER SKILLS

Names of languages	Descriptions
Vietnamese	Primary language
English	TOEIC 710

Computer skills	Degree B level Computer (excellent) Good at MS Word, Excel, Access, PowerPoint
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EXPERIENCES

Duration	Organization Name	Position and Responsibilities
03/2018 - now	Rudolf Lietz Representative office	Position: Senior technical sales representative Responsibilities: <ul style="list-style-type: none">- Be responsible for pharmaceutical ingredients (excipients).- Support technique about film coating system for tablets, excipients for direct compression and wet granulation, taste masking agent...- Promote products to existing and new customer.- Maintain existing customers and improve business relationship.- Collect feedback of customer on products.- Prepare market, competitors, customers' reports on a regular basis.- Translating detailed product information into Vietnamese.- Preparing product catalogue in Vietnamese.

10/2013 – 06/2017	BelAsia Representative office	<p>Position: Sales executive</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> - Build relations with HCPs in hospital in HCM. - Prepare the Tender document - Translate protocol, preparing import documentation and other requirements to apply for import license - Responsibility for: <ul style="list-style-type: none"> • Prenatal screening kit and Neonatal screening kit • Elisa kit for diagnosis such as Malaria, Dengue, HSV, RPR, parasite... • FISH kit for diagnosis of Genetics diseases • Manuka honey Dressing for Burn wound or necrotic wound
02/2012 – 09/2013	Tri Phuoc Biotechnology., JSC	<p>Position:</p> <ul style="list-style-type: none"> - Cell culture technician - Assistant production Manager <p>Responsibilities in Cell culture technician position:</p> <ul style="list-style-type: none"> - Keep cleanroom to meet the ISO cleanroom standards - Culture human adipose stem cells to provide for Viet Duc hospital in treating Spinal cord injury - Freezing human adipose stem cells, storing stem cells by cryopreservation technique - Thawing human adipose stem cells - Operate incubator, biosafety cabinet, microscope, water bath <p>Responsibilities in Assistant product manager position:</p> <ul style="list-style-type: none"> - Take part in writing standard operating procedures for company - Take part in writing content for catalogue and website of company - Draft company introduction video script - Prepare documents about application of stem cells in Orthopedics, Skin diseases, Neuron disease and Cosmetic - Keep as archive files contact between Information department and the other department

12/2010 – 6/2011	Research Institute for Aquaculture No.2 (RIA2)	Position: Practical Student - Thesis title: Genetic diversity of red tilapia broodstock populations (Oreochromis spp.) using microsatellite markers Responsibilities: <ul style="list-style-type: none"> - Researching DNA, Microsatellite technology in Molecular lab - Doing PCR, Agarose gel Electrophoresis, Poly Acrylamide gel Electrophoresis technology
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SOCIAL ACTIVITIES

- Green summer volunteer in 2008
- Traditional performance of Department of Biotechnology – University of Agriculture and Forestry in 2007, 2008, 2009, 2010
- “I’m proud of being a student of University of Agriculture and Forestry” Competition in 2010 (third prize)

AWARDS

Names of achievements	Year attained
Scholarship to encourage studying of University of Agriculture and Forestry	2008-2011
Scholarship of Mobifone	2010

REFERENCE

M.S Bui Thi Lien Ha

Department of Molecular Biology. Research Institute For Aquaculture No. 2 (RIA 2)

Mr. Duong Hai Nguyen

Product Manager. Tri Phuoc Biotechnology., JSC

Mr. Didier Verlinden

Director. BelAsia Headquarter