



# TRẦN THỊ CẨM VÂN

Medical Representative

**Date of birth:** 19/05/1982

**Place of birth:** TAY NINH PROVINCE

**MARITAL STATUS:** MARRIED

**SEX:** FEMALE

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Ward, 12 District, HỒ CHÍ MINH CITY

## CAREER OBJECTIVE

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I hope to bring the clinical knowledge, skills and work experience, learned in theory and practice, to contribute a small part to the development of. **GlaxoSmithKline**. I complete the work assigned to increase income.

I look forward to my own efforts to become a Sales manager in the next 18-24 months

## EDUCATION

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2011-2015: Bachelor of Science in Pharmacy University of Medicine and Pharmacy, Ho Chi Minh City

2016-2018: IMEXPHARM PHARMACEUTICAL JOINT STOCK COMPANY

- Product knowledge in treatment of hypertension, treatment of influenza ....
- Sales skills

## WORKING EXPERIENCE

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**05/2003 - 09/2011**

IMEXPHARM PHARMACEUTICAL JOINT STOCK COMPANY – Medical Representative.

- Locality: PHÚ NHUẬN District, GÒ VẤP District
- Products: Antibiotics(Opxil, Pharmox..); Pain relivers ( Mexcold ..); Vitamins and Mineral ( Centrivit)...
- Approach the Pharmacy pharmacists , OTC Pharmacist staff and others to introduces products in assigned territories
- Customer care, expansion and market development in assigned areas
- Provide product information to customers in the most effective way.
- Collect the production information from market as well as Pharmacist 's comments on products to report periodically or timely to regional manager

*Từ tháng 4 năm 2016 - hiện tại:*

IMEXPHARM PHARMACEUTICAL JOINT STOCK COMPANY – Medical Representative

- Locality: 12 District, GÒ VẤP District
- Products: Antibiotics(Claminat, Bactamox..); Pain relivers ( Mexcold ..); Vitamins

and Minerals ( Centrivit)...

- Introduce products to pharmacies and solve problems, feedback from customers
- Arrange every day weekly/monthly action plan about the working activities. And Report to the area manager every day
- Egularly visit Pharmacists, flow up call detail ,to remind them on our products.
- Support colleagues at work
- Other assigned works from upper levels if any.

### ***Achievements:***

- 2016: High results in Q3, Q4 (> 100% target), Q2 (95% target).
- 2017 year: High results in Q1 , Q3, Q4 (> 105% target), Q2 (failed due to market slowdown)
- 2017 year increase 20% compare to 2016 year
- 2018 year: Q1,Q2 ( 90%)

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## **SKILLS**

<b>Computer skills</b>	- Use proficiency tools : Word, Excel, Power Point
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<b>English level</b>	- Intermediate
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**Skills:** Excellent in negotiation and approaching market; Communication: Sales: Integrity; Teamwork: Training

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## **INTERESTS**

Travels , Read books



