



Viet Lai Van

Medical Representative

CONTACT INFORMATION

+84 973 349 458

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Kinh Ke, Lam Thao, Phu Tho

OBJECTIVE

- Short-term goals : Continue to improve skills, accumulate experience to become a great Medical Representative and bring a lot of value to customers, increase sales of Company.
- Long-term goals : Achieve Manager of Company.

SKILLS

Communication



Time management



REFERENCES

Ha Be Manh
Regional Sales Manager (Asia Europe Pharmaceutical CO.,LTD)
Mobile: +84 983 322 818

Thuy Nguyen Thi Thanh
Specialist Manager (A department Of Thai Minh Pharmaceutical JSC)
Mobile: +84 904913 39 / +84 981115226

EDUCATION

Aug 2012 - Jun 2017
Ha Noi University Of Pharmacy
Major: Pharmaceutical Industry
Degree classification : Good

WORK EXPERIENCE

Aug 2017 - Now
ASIA EUROPE PHARMACEUTICAL CO., LTD
Sales Manager

Main responsibilities:

- Support and supervise Pharmaceutical Representatives (OTC) to carry out work according to the plan of implementation to ensure sales and efficiency .
- Advice, propose the Board of Directors in developing regulations and policies for Pharmacies and Staff .
- Resolve complaints, listen to the feedback of pharmacy to evaluate effectiveness of Pharmaceutical Representatives, the policy of the company impact to the market.

Jul 2016 - Mar 2017
THAI MINH PHARMACEUTICAL JSC
Pharmaceutical consultant

Main responsibilities:

- Consult (online, telephone) on pathology and products (Maxxhair, Vuong Bao, Trang Phuc Linh ,Lohha Tri Nao...) for customers.
- Explain, support for customers having trouble in the process of using.
- Monitor process of using to collect information about effective users or not (For marketing or supporting...).
- Perform promotions and giving gifts to customers.

ACTIVITIES

Participated in some pharmaceutical workshops .
Participated in some Workshops at PharmaLink.vn ,M&P Academy to improve marketing knowledge , understand how to implement jobs in OTC and ETC channels.

INTERESTS

Football , Running , Travel .