



TRAN VAN DUY THAI

Marketing Trainee
Merck Sharp & Dohme

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Can Tho, Vietnam



EDUCATION

CAN THO UNIVERSITY OF MEDICINE AND PHARMACY

Major: Pharmacy

GPA: 3.34/4

SEP 2013 - JUL 2018



WORK EXPERIENCE

ASTRAZENECA VIETNAM

JUL 2018 - PRESENT

MEDICAL COMMUNICATION SPECIALIST - Respiratory team in Ho chi minh city

Main responsibilities:

- Territories management (meets or even exceeds the assigned budget (IMS & selling expense))
- Customer data base updating
- Sales analysis, business planning, call planning (pre call & post call), investment proposal monthly
- Business report , competitor profile updating , support Area manager in tender, product listing in hospital formulary activities
- Implement the rainbow life spirit in the field
- Proactive seeking support from team leaders and others
- Support other colleagues in my team for organizing meetings in other territories.

Achievements:

- Reach target sale for four consecutive quarters > 105%
- Achieve SMART talk for presentation skill related to respiratory product

Achievements:

- Five consecutive quarters achieved target sale >105%, growth total over 32% (Q3'18: 130%, Q4'18:140%, Q1'19: 105%, Q2'19: 145%, Q3'19: 110%)
- _ SMART TALK winner: prize for people with good presentation skills of Symbicort SMART therapy.



ACTIVITIES

ASIA-PACIFIC ECONOMIC COOPERATION (APEC)

SEP 2017

VOLUNTEER

Main responsibilities:

- Pick the delegates up from airport to hotels and vice versa
- Help coordinate with organizers to arrange cars for delegates
- Help the delegates check in the hotels
- Join some meetings at this program related to economic

Achievements and skills gained:

- Teamwork and time-management
- Improve English speaking skill.

COACH FOR COLLEGE

JUL 2017 - AUG 2017

VOLUNTEER

Main responsibilities:

- In charge of Biology and Life skills classes to teach poor children in Hau Giang province
- Soccer coach
- Support and translate for American Coaches as a team

Achievements and skills gained:

- Communication skill both in English and Vietnamese
- Teamwork and time-management

TINY CORNER ENGLISH SPEAKING CLUB

MAR 2017 - AUG 2017

VOLUNTEER

Main responsibilities:

- Help the beginners who want to practice speaking English by becoming their partners
- Create a comfortable environment for the foreigners to chill out by talking with club's members as well as volunteers

Achievements and skills gained:

- Improve English Speaking skill.
- Learn how to organize a small show

PHARMACY YOUTH UNION EXECUTIVE COMMITTEE

APR 2014 - AUG 2016

Member

Main responsibilities:

- Management
- Plan extra-curricular activities for Pharmacy students

Achievements and skills gained:

- Communication skill and Leadership
- Learn how to organize social events
- Carry out successful big games in my school



PROFESSIONAL QUALIFICATION

IELTS Certificate with band 6.0

NOV 2017