



HẠ ĐÔNG THẢO THAO HA

Pharmaceutical Representatives

Personal Information

- Full name: Dong Thao Ha
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- Date of birth: November 23rd, 1995.
- Gender: Female
- National: Local Vietnamese
- Contact address: 19 Doan Tran Nghiep Street, Phu Cuong Ward, Thu Dau Mot City, Binh Duong Province, Viet Nam
- Hometown: Ben Tre Province, Viet Nam

Summary

- Highest education: Bachelor of Science in Pharmacy
- Language: English
- Passion and experience in sale.
- Hard working and good communication.

Education

2013 – 2018: Student as Pharmacist at Vo Truong Toan University, Hau Giang province.

Work Experience

- **Period 11/2017: Internship in DHG PHARMACEUTICAL JOINT STOCK COMPANY.**

Main duties performed:

- Understand the standard Good Manufacturing Practice (GMP).
 - Learn how to operate the machine, preparing materials for medicine, production, packaging, storage and distribution products.
- **August 2018 – present: Pharmaceutical representatives in PHU MY PHARMACEUTICAL LIMITED LIABILITY COMPANY.**

Main duties performed:

- Introduce and distribute the company's products to pharmacies.
- Keep track of pharmaceutical market trends and competitors.
- Finding new customers, maintain and business development with the current customer.

Skills

- **STRENGTH:**

- The ability to adapt to new environment, integrate rapidly with the circumstances and work assigned
- Capability to work independently and in teamwork.
- Withstand the pressure of work
- Proactive and persistence in communication.
- Have passion for sales. There is a high sense of responsibility in the work.

- **OTHERS:**

- Language: English
- Computer skill: Microsoft Word, Excel basic skill.
- Technical Skills:
 - Graduated from university, major in pharmacy
 - Establishing the relationship with doctors, pharmacist.
 - Consult to the doctors about company products advantages in order doctor, pharmacist understands clearly and deeply about our product to decide on treatment to patients.
 - Regularly visit doctors to remind them on our products.
 - Support the company to implement the marketing strategy, conference, or new product launch event
 - Other assigned works from upper levels if any.
- Communication Skills:
 - Confidence and respect
 - Relationship building skills
 - Excellent in negotiation and approaching market
 - Work under high pressure.

Hobbies and Interests

- Travelling
- Social activities