



## NGUYEN TUAN HUNG

Key Account Manager

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Male

14/05/1994

No. 17 Nguyen Cao, Hai Ba Trung, Hanoi



### Objective

- Being the Best Key Account Manager with high performance after 1-2 years working;
- Take advantage of skills, pharmaceutical knowledge and market understanding to bring value to customers and become a good Key Account Manager.



### Education

HANOI UNIVERSITY OF PHARMACY

Aug 2012 - Jun 2017

PHARMACEUTICAL INDUSTRY

GPA: 2.72/4.00 (6.69/10.00)



### Work experience

ABBOTT.

Jan 2019 - Present

MEDICAL REPRESENTATIVE (HA NOI: Xanh Pon, Huu Nghi, 198,..., YEN BAI)

#### Task:

- Following the work of contractors, the number of contractors, the situation of the hospital pharmacy subcontracting.
- Maintaining and expanding relationships with the hospital, doctors and healthcare professionals.

#### Achievement:

- Accomplishing **130%** sales target in **quarter 2**, **105%** sales target in **quarter 3**, **105%** sales target in **quarter 4**.

CUU LONG PHARMACEUTICAL JSC.

Aug 2017 - Jan 2019

MEDICAL REPRESENTATIVE (HA NOI, BAC GIANG, QUANG NINH, PHU THO)

#### Task:

- Maintaining and expanding relationships with the hospital pharmacy, health care professionals.
- Solving problems related to drug import, jobs related to drug procurement in hospitals.
- Solving problems of hospital debt with the company.

#### Achievement:

- Accomplished **129%** sales target in **quarter 4**.



### Activities

SUCCESSFUL PHARMACIST CLUB

Jan 2015 - Sep 2016

MEMBER

- Selling, presenting products of some company of pharmacy such as Nam Duoc Pharmacy, Châu Linh Pharmacy.
- Joining event, communication, market investigation and volunteer activities of club.

CAPITAL VOLUNTEER CLUB

Mar 2015 - Sep 2017

MEMBER

- Giving strength in exam season season 2015.
- Organizing Mid-autumn program for children in Hagiang.



### Skills

SOFT SKILLS

Presentation, Communication, Sales, Teamwork, Controlling Emotion, Planning, English

ANALYSIS SKILLS

3C, SWOT, 5W1H

COMPUTER SKILLS

Excel, Word, Powpoint