


# CURRICULUM VITAE

## Personal details

Full name	LY THI THAM	
Date of birth	2nd June 1993, Bac Kan.	
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## Objective

- ☐ Being a medical representative in a professionally company that enables me to be developed and promoted.
- ☐ To be able to contribute my expertise in medical representative of company.
- ☐ Occupational perspective: "Now, I'm not a staff excellent, but the learner of new work very fast, i will become good staff is only a matter of short time".

## Strength

- ☐ Work independently as well as teamwork well.
- ☐ Work in dynamic and professional environment
- ☐ Have an inquiring mind highly and fast learner
- ☐ Have responsibility in work
- ☐ Able to work under pressure.

## Education background

- 2012-2017 studied in University of Medicine and Pharmacy at Ho Chi Minh City.

### ▪ Experience

- \* 10/2017 – 06/2018: PharmEvo Private LTd

Base on: Sai Gon ITO hospital, Thong Nhat hospital.

- \* 07/2018 – 11/2018: Albios Life Sciences Private LTd

Base on: Cho Ray hospital, Thong Nhat hospital, Buu Dien hospital, 30/4 hospital.

- \* English: Basic English

- \* Computing: Basic Microsoft Office.

## Skills

- ☐ Advanced-level in reading understanding English documents.
- ☐ Use MS office: word, excel, power point.
- ☐ Eager to learn, self-study, self-motivated.
- ☐ Independent researching and studying skills.

## Professional experiences

### Working experience

#### **From 10/2017 to 06/2018:**

- Working in PharmEvo Private Limited.
- Gives customer feedback, and information on competitor activity to the marketing team so that they can respond to changing market conditions and customer demands.
- Building the relation with physician, pharmacist, especially Head or Vice Head of Departments in hospitals.
- Analysis strong point of product and introduce to physician.
- Understanding and capture the activities of distributors including programs on product detailing, take care of hospital departments, activities of distributor's employees.
- Understanding and update the status of directly competitive drugs (same active ingredient) and in the same treatment group.

#### **From 07/2018 to 11/2018**

- Working in Albios Life Sciences Private Limited
- Focus and update data customers, ensure the covering and right frequency of visits of target
- Convince and establish privileged relations with target Health Operators in order to achieve sales
- Promote and sell Albios products to target audiences based on action plan and marketing plan
- To update knowledge of our products and get competitor's intelligence as well as sales techniques and perform competitive intelligence
- To propose new actions to develop our sales

## Additional information & interests

To analyse sales figures of his territory, measure gaps and define an action plan

- Travel with my close friends, reading book, listen to music....

## Reference

Mr: Truong Thanh Duy  
Area manager in PharmEvo Private Limited  
Tel : 0938720057

**Ly Thi Tham**

