

# APPLICANT'S RESUME

## Applied Position: Medical Representative

### PERSONAL INFORMATION

Name : Luong Cong Tuan Anh  
Date of Birth : 07/12/1993  
Place of Birth : Quang Ninh  
Gender : Male  
Marital Status : Single  
Address : Hạ Long – Quảng Ninh  
Cellphone : 0366 085 034 | [dstuananh712@gmail.com](mailto:dstuananh712@gmail.com)



### WORKING EXPERIENCE

**01/2019 – Present:**

#### **MEAD JOHNSON NUTRITION – QUANG NINH**

Nutrition Specialist

- Responsible Area: San Nhi Quang Ninh Hospistal, Bai Chay Hospistal, Viet Nam – Sweden Hospistal, Cam Pha Hospistal, Quang Ninh General Hospistal, Dong Trieu Hospistal.
- Product: Enfa A+ S1, Enfamama, Enfalac Premature, Enfamil Gentle care, Nutramigen
- Detailing product knowledge for doctors, Midwife...
- Listing Nutrition in hospital
- Observing, learning and catch customers' taste well
- Training product knowlege every 3 mouths
- Collected market's information
- Building the network with KOL
- Deliver product key messages to HCP

Achievement:

- Reach 95%-105% Target every months.

**03/2018 – 01/2019:**

#### **CPC1 Ha Noi Pharmaceutical JSC – Ha Noi**

Medical Representative

- Responsible Area: Bach Mai Hospistal, Hoai Duc Hospistal, Dan Phuong Hospistal
- Product: Goslistin Enema, Golistin Soda, Laforin, Phehalal...
- Detailing product knowledge for doctors
- Listing Medicine in hospital
- Observing, learning and catch customers' taste well

- Training product knowledge every Saturday
- Collected market's information
- Building the network with KOL
- Deliver product key messages to customers

Achievement:

- Reach 90%-105% Target every months.

**01/2017 – 03/2018:**

**DUOC HAU GIANG Pharmaceutical JSC – Ha Noi**

Medical Representative

- Responsible Area: Giao Thong Van Tai Hospistal, Nong Nghiep Hospistal, Thanh Tri Hospistal, district hospitals, medical centers.
- Exclusive team to promotesanofi product
- Good relationship with Accounting, Accounting, Doctors at the BV Bidding
- Promote the process of getting goods at the hospital
- Payment procedures, documents related to bidding (acceptance, liquidation, economic contract)
- Promote doctor prescriptions at the hospital

Achievement:

- Reach 80%-100% Target every months.

## EDUCATIONAL HISTORY

**2011 – 2016**

**Bachelor of Medicine**

Vo Truong Toan University

**2016**

**English National – level B**

## SKILLS

**IT office TOPCV**

- Proficiency in Word, Excel, Power Point

**English**

- Ability to communicate fluently

## OBJECTS

- **Become an excellent salesman in the company**
- **Meet more customers, have more customers for yourself.**
- **Revenue for each quarter**

## REMUNERATION

- Current salary :
- Expected salary : Negotiate
- Notice Time : 30 Days