



NGUYỄN VĂN HÊN

Medical Representative

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Address : Go Cong Dong, Tien Giang

PERSONAL DETAILS

Experience : 2 years

Date of birth: October 19, 1993

Nationality: Vietnam

Gender : Male

Marital Status : Single

CAREER OBJECTIVE

Become a Professional Medical representative from Technical Competencies to Behavioural Competencies. In the next 2 years to become a Product Manager.

WORK EXPERIENCE

Experience Drawn.

A Medical Representative must have Technical competencies: skill, product knowledge and territorial management. But we must have one more competencies. This is Behavioural competencies include: work thinking, emotional action and effective behavior. Then the Technical competencies will be maximized. We will have an effective and professional Medical Representative.

From August, 2016 To April, 2018.

DHG Pharmaceutical Joint – Stock Company - Project: Drug distribution of MSD (Merck Sharp & Dohme)

Pharmacy Representative

- Total revenue in 2017 increased by 14% (turnover of 1,602 billion VND / year and implementation of 1,828 billion VND / year)
- Delivering the information as well as the benefits of the product and grasp the needs of the customer.
- Implement marketing activities to maintain and develop business sales.
- Set goals and plan actions to ensure sales.

From May, 2018 To October, 2018.

Abbott Nutrition Vietnam

Medical Representative

- Deliver information as well as the benefits of the product and understand the needs of the health worker (doctor, midwife, nurse)
- Organizing marketing activities.
- Manage your PGs to boost sales as well as increase your mother's and baby's awareness and beliefs about the product.
- Set goals and plan actions to ensure sales are delivered.
- Sharing will also be a guide for new colleagues on the product, the skills to call for the needs of Healthcare workers, how to manage the area and the work experience gained from yourself.
- Achieve target quarter.

EDUCATION

Degree : Bachelor of Pharmacy

Major : Pharmacy - Can Tho University Of Medicine and Pharmacy

School Year : From July, 2011 to July, 2016

QUALIFICATIONS

English : Basic

IT : Applied informatics

SKILLS

- Sharing Technical competencies and Behavioural competencies with colleagues.
- Ability to connect and motivate in groups.
- Work plan and manage time well.
- Team work and independence are good.