



Le Quang Nhat

B7-15, Lotus Garden, 36 Trính
Đình Thảo, District Tân Phú,
HCM City, Vietnam
(93) 536.1477

Quangnhat.pharma@gmail.com

ABOUT ME

Strategy and positive thinking.

Strong leadership.

Good planning and resolve problem.

Football, music, read books.

Objective:

Short term: Sr Head of Region (3 years)

Long term: Head of Sale (6 years)

SKILLS

WORK

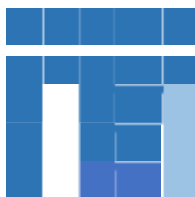
Business analysis.

Leadership

People management

Built strong team.

PowerPoint, Excel



PERSONAL

Communicate

Team Work

Relationship

Creative

Independent



Le Quang Nhat

Head of Sale

EXPERIENCE

MSD (Jun'2014 – Oct'2017)

- Jun'2014 – Oct'2016: MR in Vaccine South & Central team.
- Oct'2016 – Mar'2017: Senior MR & lead 2 MR in Province report to Senior DM.
- Mar'2017 – Oct'2017: Pass “Built future leader” and promoted to Junior, DM lead team 4 MR cover some Hospital in HCM and Central, report to Senior DM.

Main responsibilities:

Expand new customer in Service.

Built planning for team in C2'17.

Organize symposium tour and engaged KOLs in my area with MKT.

Coaching selling skill and Business action plan for MR.

Learning and practice coaching skill with Trainer.

Mega Lifesciences

- Nov'17 to Jun'18: Area Sale Manager Ethical team. Cover ½ HCM Hospital with 6 MR in HCM and in charge Diabetes and Cardiology product.

Main responsibilities:

Coach and improve skill MR.

Expand sale in Clinic and Pharmacy of Hospital.

Built quota next year in Hospital.

Finish quota in Tender 2017.

Kalbe International

- Jul'18 to Now : Head of Sale report to BUM
- Lead: 5 Team in Retail and 2 PS in Tender.
- Cover: National wide

Main responsibilities:

Develop and Expand retail channel.

Maintain Tender in Hospital Built

strong team base on Skill.

ACHIEVEMENT

MSD

- 2014: Best Geo – expansion in BU Vaccine
- 2015: Best Collaboration sale & MKT team BU Vaccine.
- Q4'16 – Q1'17: Team achieved 107% sale performance.
- Q2'17 – Q3'17: Team achieved 110% sale performance.
- 2017: Coaching skill is 110% and BAP: 8.8 score.

Mega Lifesciences

- Q4'17: Achieve 100% and growth 30% .
- C1'18 : Achieve 113% and growth 58% .

Kalbe International

- C2'18: Achieve 102% and growth 35%.
- C1'19: Achieve 105% and growth 21%.

EDUCATION

Hue University Medicine & Pharmacy (2009 – 2014).

Coursera Training:

- Leadership and coaching skill