

## APPLICATION FOR JOB

**Tạ Thị Phương Lan**

266C Nguyen Dinh Chieu street, Ward 8, Ben Tre city.

Tel : 0943.043.136

Email : [lanttp2003@gmail.com](mailto:lanttp2003@gmail.com),

Sale & Human Resources Department  
**GSK Vietnam**

**Re: Apply for the vacancy in the Medical Representative in Vinh Long, Ben Tre**

Dear Sir/Madam

I am writing with my special interest in your company which you are looking for.

I have a great deal of experiences in ETC in distribution companies and other medical international company. More to the point, I have experience in medical representative position. My objective is to developing in my professional career in medical and pharmaceutical area. I am willing to learn and do the best to work in your company even under high pressure or on far mission.

In addition, I want to emphasize my strong points by which I can fulfill my job in the future:

- Good in using Microsoft word, Excel, Internet.
- Able to solve problems and ability to manage work-time under high pressure.
- Fairly good at in major job
- Establish and maintain a good & steadfast relationship with customer.
- A flush of enthusiasm with internal and external customer.

I am willing to attend interview at any time at your convenience. Thank you for your time and favourable consideration on my application.

I am looking forward to hearing from you soon.

Yours sincerely,

TA THI PHUONG LAN



# **CURRICULUM VITAE**

**TA THI PHUONG LAN**

## **PERSONAL INFORMATION**

Full name:	<b>TA THI PHUONG LAN</b>
Gender:	Female
Date of birth:	Nov., 13 <sup>th</sup> , 1985
Permanent place of residence:	Giong Trom Dist., Ben Tre Province
Telephone:	0943.043.136
Email:	<a href="mailto:lanttp2003@gmail.com">lanttp2003@gmail.com</a>
University Education:	Professional degree in pharmacy

## **EDUCATION AND TRAINING BACKGROUND**

2015 to 4/2018: Working at Sale representative position in Abbott company

2010-to 2015: Working at position of Sales consultant of Zuellig Pharma Vietnam & DKSH Vietnam

2003-2008 : Faculty of Pharmacy, University of Medical and Pharmacy.

2000-2003 : Ben Tre High School, achieved the Copper Medal in Mekong Delta Chemical Olympic

## **PERSONAL SKILL AND COMPETENCES**

Foreign Language: English level B, speaking and writing English

Computer skills: level A (Microsoft office, Internet)

### **Other skills:**

- Able to solve problem and manage work-time under pressure.
- Ability to perform good interpersonal and communication skills
- Adapt to new environment well.
- Ability to acquire knowledge and use it in concrete situation

## WORKING EXPERIENCES

<b>Time : 2/2015 to 4/2018</b> <b>Job title: Medical representative</b> <b>Company: Abbott Laboratories Vietnam</b> <b>Work in Territory of Tien Giang, Ben Tre</b>	
<b>Key duties:</b> 1/ contact to customer to convey key message of product, scientific studies. 2/ contact to director of hospital to sign Collaboration Agreement with hospital (Cai Lay hospital, Tien Giang Hospital, Nguyen Dinh Chieu Hospital) 3/- build relationship with clients to create belief, resulting in good working effect. - negotiate with clients to create long-term co-operation between hospital/clinics and company. 4/give some activation in clinic or hospital such as Faster recovery, wet sampling to give the trademark of both company and product to customers. 5/ teamwork with PG to develop skill in all members in group and give a good business result.	<b>Achievement:</b> 1/ Understand of product clearly and instruct patients to use the qualified product.  3/ Attain to support of customer in working and maintain durable relationship with health care person. -Develop my skill for work independently, make a good decisions with amount of difficulties available.  4/ Broaden the symbol of product to patient and health care people.  5/ all members in group work together to finish duties and develop consultant skill & selling skill.

**Time : 2010 to 2014**

**Job title: Medical representative**

**Company: Zuellig Pharma Vietnam & DKSH Vietnam in HCMC**

**Key duties of Sales consultant:**

- 1/ Focusing and Contacting with customer.
- 2/ Prepare and follow exactly tender dossier in hospital, contact to director and Pharmaceutical Chief Department as well as other related department to contribute the list of tender product.
- 3/ Understanding of work procedure and methods. Ability to serve the customers in a competent manner. About work in detail: Review and check the condition of Orders, deliveries, returns, promotion and etc,..to inform the customer in time.
- 4/ Get a knowledge of products
- 5/ Cooperate with internal/external co-worker well,

**Achievement:**

- 1/ - Establish and maintain good relationship with customer.
  - Understanding the demand of customer (their requirement relate to work & company as well as their characteristic to create friendly and durable relationship).
  - Listening to their idea and express my agreement following company's policy.
- 3 / - Adapt to high-pressured working environment
  - Support and Solve all problems of customer to create the belief of customer, and accomplish job duties with competent, accuracy, quickly, throughness.
- 4/ Developing my selling skill through the process of working, and knowing many products distributed
- 5/ - Getting a good relationship with co-worker to achieving general goals, promoting and developing company.
  - With good relationship, it is easy to have an enthusiasm supportive of co-worker and finish my duties quickly.

## **ADDITIONAL INFORMATION**

### **Study Activities**

Studied about clinical pharmacy in Hung Vuong hospital

Representative for my group to give small talk on Vitamins and Glucocorticoids

### **Social activities**

Participate in many outside activities for my class at high school

Participate in the support program for poor patients in the countryside.

### **Personal Interests**

Travelling, Music, Reading and Social Activities

==/==