

LE THI KIEU MY

CAREER OBJECT

- Working in an organization, where I have opportunities to grow and hence contribute to the development of organization and self

SKILLS

- **Problem solving:** Having the faculty of high focus, good analyzing and solving problems, having responsibility for my works
- **Adaptation:** Able to make suitable change so as to fit new conditions, able to adapt myself to new surroundings, optimistic
- **Time management:** Arranging time well
- **Presentation:** Present clearly and fluently at group of doctor or in hospital
- **Segmentation and targeting**
- **Communication:** Be friendly with everyone, team work

WORKING EXPERIENCES

11/2015 – Now: Working as Medical Representative at Sanofi Aventis Company

- **Job description:** control sales of Tavanic, Xatral, Targosid, Alphachymotrypsin choay, Calcium corbiere, Enterogermina... at District 2 Hospital, District 5 hospital, Go Vap District hospital, Binh Tan District hospital... and some other clinics

- **In my role, I always try my best to do well on:**

- Understanding products, learning Selling-skill, good at presentation...
- Establishing the relationship with doctor, pharmacists, hospital representatives, director of clinics... to make the business strategy and increase the revenue objective
- Regularly visiting doctors to remind them about the products, suggest many suitable activities: hospital meeting, mini symposium, CME...
- Consulting to the doctors about company's products in order to ensure that doctors can understand clearly and deeply about it to decide on appropriate treatment for patients



22/02/1992



kieumy.d10@gmail.com



482A No Trang Long, ward
13, Binh Thanh District, Ho
Chi Minh city



01243409082

EDUCATION

✓ University of Medicine and
Pharmacy Ho Chi Minh city

(2010 -2015)

Pharmaceutical Faculty

Result: Good, GPA: 7,04

INTEREST

✓ Reading book

✓ Listening to music

✓ Traveling...

PERSONALITY

✓ Hard-working

✓ Organized

✓ Aggressive

✓ Creativity



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- Collecting competitor's informations as well as doctor's comments on compertitor to report to manage
- Following up with the company tender to update on time about the news, progress and the result
- Supporting the company to do the marketing strategy, survey market, conference...
- Regularly reporting the results of work to manager
- Making and presenting bussiness plan and discussing the strategy with manager about work at the beginning each quater

ACHIEVEMENTS

- In 2016:

- Had a good result in each quarter
- Binh Tan District hospital using Sanofi's Drugs again, after long time using generics...
- 2016 Best-seller top, got Sanofi Champion award at Sydney

- In 2017:

- Although had a change of field, I also had good result at every quarter: 90%, 97%, 117%, 164%, Grow A17/A16: 211%, Grow A17/O17: 132%
- Good in relationship with KOLs, and made them proposed and protected Sanofi's product into next tender (Tavanic at Go Vap District hospital...)