

NGUYEN THU HUONG

Medical Representative

"You are what you believe" - Faith is the power to revive people, I always look for an active and positive life, besides accumulating and improving professional knowledge to do my best. Through the products, I desire to bring that belief convey to customers.



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WORK EXPERIENCE

Abbott Laboratories Nutrition Medical Representative in Hospital Chanel

08/2018 – 08/2019

Da Nang

Main responsibilities

- Build up customer's database
- Plan daily call and detailing product's key messages
- Build relationship with customer to develop territories.
- Manage products at hospital's POS: Pharmacy, Pharmaceutical Department, Canteen, Shops.
- Organize and support related marketing activities: Community Education, Group Presentation, Small Meeting, MiniSymposium, Symposium,..
- Seek and develop new business opportunity with potential customer

Contact: Mr Nguyen Cong Danh –
MND Regional Sale Manager of Abbott Laboratories -
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NOTABLE ACHIEVEMENTS

- 11-consecutive-months achieved target sale >90%, growth 10-15% everyquarter

specific Q4/2018: 102%, Q1/2019: 125%, Q2/2019: 115%

- Excellent Awards in the end of 2018
(10/2018 – 12/2018)

for new employees who have achieved KPI and excellent sales in the fourth quarter of 2018, sale >=102% target.

- Half-year Awards 2019 (01/2019 – 07/2019)

for outstanding employees with KPI level and sale >=105%

- Listing new nutritional treatment products in the hospital area in charge, with the sales of special products reaching >=90% in 4 consecutive months.

SKILLS

Communication

Negotiation

Teamwork

MS office

Advanced English

Immediate French

Time management

Problem solving

Presentation

Research and strategy

EDUCATION

Pharmacist Hue University of Medicine and Pharmacy

09/2013 – 07/2018

Classification: Good

ORGANIZATIONS

Clinical Pharmacy Club of HUMP (2015 – 2017)

Compiling, presenting content on diseases and drugs in the form of discussion.

Happy Pharmacist Project (2017 – 2018)

Organize the recruitment of members, manage activities and group finances

CERTIFICATES

English - IELTS 6.5

Full Professional Proficiency

French - DELF B1

Professional Working Proficiency

MOS OFFICE - WORD,
EXCEL

Full Professional Proficiency

INTERESTS

Psychology

Reading Book

Films