

CURRICULUM VITAE



CONTACT INFORMATION

- Address: 579/15 Quang Trung, Go Vap, Ho Chi Minh City
- Mobile phone: 0917406545
- Email: phthao1110@gmail.com
- Date of birth: 11 Oct 1988
- Marital status: Married

HOBBIES

- Painting
- Listening to music
- Travelling
- Watching football

EXTRACULAR ACTIVITIES

- Participating in outdoor activities organised by GlaxoSmithKline
- Visiting and taking care for handicapped children
- Decorating and painting picture for infant-school

WORK EXPERIENCE

Medical Communication Specialist: GSK Oct 2011 – Present

- **Responsible for GSK respiratory products**
- **Territory performance:**
 - Medical University Center HCMC: listing new product to tender of hospital in 2017
 - Nhan Dan Gia Dinh Hospital: 70% growth (YTD 2018 vs 2017)
 - Nguyen Trai Hospital: top 3 of national contribution in 2015
 - Trung Vuong Hospital: listing new product to tender of hospital in 2012
 - 115 Hos., Binh Thanh Hos., Hoc Mon Hos., Go Vap Hos., Tan Phu Hos., District 3,4 Hos. : Growth at least 10% vs previous year.
- **Support First Line Manager:**
 - Owner teamwork activities
 - Deliver Presentations for Group Detailing and Hospital meeting.
 - Guide new MCSs (product knowledge, disease knowledge, territory management, call detailing skill ..)
 - Lead Senior MCSs to create some materials for field force: precall template, APMAC detailing,...
- **Support Marketing Department**
 - Prepare content and design for new brochure
 - Prepare product presentation slides
 - Support PM to train new MCS
- **Training course** : Presentation Skill, Territory Management

Award and Performance rating

- Thanh Giong Award 2015
- Exceptional Performance rating in 2016& 2017

EDUCATION

University of Medicine and Pharmacy in Ho Chi Minh City:
2006-2011
Pharma Marketing course – BMG International Education:
Sep 2013 – Feb 2014

SKILL AND PROFICIENCIES

Territory management	●●●●●●●●○○
Business Planning	●●●●●●●●○○
English	●●●●●●○○○○
MS Office Skill	●●●●●●○○○○
Presentation	●●●●●●●○○○