

# DUONG THI NGOC MAI



May 10, 1995



Female



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## CAREER GOALS

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Short-term goals:

- Become a professional sales staff and positively contribute to the company.
- Develop problem-solving and communication skills to build relationships with customers and colleagues, thus enhancing the overall prestige of the company by my presence.
- Accumulate experience to handle the workload quickly and effectively.

Long-term goals:

- Bring added value to the company and be promoted from within.
- Align my personal development to the company's long-term development.

## EDUCATION

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09/2013 - 07/2018

**HUE UNIVERSITY OF MEDICINE AND PHARMACY**

- Bachelor of Pharmacy
- GPA: 8.53/10.

## WORK HISTORY

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2018 - Now

**Product executive**

**NOVELL PHARMACEUTICAL LABORATORIES - 06 Hong Ha St, HCMC**

- ❖ Responsible for product knowledge of the entire sales force.
  - Conducting product training to all Sales Team as a refresher for sales force and as the transfer of knowledge for new salespeople.
  - Conducting product knowledge tests to ensure that every field force has an adequate marketing for products to be marketed.
- ❖ Give support to the sales team management
  - Implement training / refreshing about product knowledge.
  - Conducting joint visit.
  - Conducting scientific activities (symposium / round table discussions / discussion forums) and / or gathering, tailored to the characteristics of the product and user should target.

- Serving the complaint or complaints of products.
- Providing support for scientific data associated with the product.
- ❖ Go to the field directly
- ❖ Follow up tender update, submit price after consult with IMM
- ❖ Monitor and separate tender list in to area and inform what is new and how the opportunity in each tender

## SKILLS

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- Effective Communication
- Ability to work under high pressure
- Team Player
- Self-motivation
- Personal drive.

## CHARACTERISTICS

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Personalities:

- Positive attitude
- Enthusiasm
- Integrity.

Strengths:

- Determination
- Dedication
- Adaptability
- Endurance
- Tenacity.

Hobbies:

- Staying up to date with current medical information
- Reading and expanding general knowledge
- Gathering with friends
- Travelling.

## REFERENCES

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Will be provided upon request.