



TRAN NHU QUYNH

BUSINESS DEVELOPMENT EXECUTIVE

📅 02/01/1990

👤 Female

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Ho Chi Minh City

OBJECTIVE

I would like to work in a dynamic professional working environment, boasting a good team spirit where I can utilize my keenness to develop my knowledge about the subject, thus gaining valuable experience along the way, have a stable job and serve for the development of the company.

EDUCATION

FACULTY OF PHARMACIST
2008 - 2013

THE UNIVERSITY OF MEDICINE AND PHARMACY AT HO
CHI MINH CITY

WORK EXPERIENCE

BUSINESS DEVELOPMENT EXECUTIVE
May 2016 - Now

ASIA SHINE TRADING & SERVICE CO., LTD.

Main responsibilities:

- Be responsible for all commercial communication in Health Supplement, Vitamin and Mineral, specialty APIs division (raw material) with the suppliers.
- Build up relationship with the customers to promote new products, follow up cooking projects and achieve personal objectives.
- Take care, prepare reports, schedule and organize the suppliers' visits to Vietnam
- Be responsible for preparing sales tools such as: In House seminar, promotion letter, technical bulletin, Vietnamese documents.
- Be responsible for training activities of new products and updated information to the sales team.
- Collect all the documents, certificates from the suppliers as per customers' requirement.
- Cooperate with the suppliers in planning, doing marketing promotion activities.
- Support the Sales Team on pharmaceutical knowledge.
- Prepare reports such as monthly report, quarterly report to suppliers, market survey, project report, visit report, business review and other reports as required.

R&D EXCECUTIVE
Dec 2014 - May 2016

JADOVIE CORPORATION

Main responsibilities:

- Follow up and prepare dossiers about Good Distribution Practices certification.
- Checking dossier of food supplement before submitting.
- Support Marketing team in applying advertisement licenses.

- Register media license for some cosmetic products' brochure.
- Support Marketing and Sales Team on pharmaceutical knowledge.

MEDICAL REPRESENTATIVE

Aug 2013 - Dec 2014

HOFFMANN LA ROCHE

Main responsibilities:

- Manage the customers and focus on increasing the number of customer to achieve sales target.
- Introduce products information and run marketing strategies on territories. - Build up and maintain good relationship with key customers as well as KOLs.
- Collect the market information such as hospitals, competitors' activities and report regularly to District Manager.

SKILLS

Communication



Team Work



Presentation



Organization, Planning, Forecasting



Problem - Solving, Decision - Making



English



Microsoft Office

