

# NGUYEN QUOC VIET

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## PROFILE

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- 1,5 years experience working as Key Account in Novo Nordisk
- 3 years experience working as Medical Representative in Multi-National Pharmaceutical Company
- Wide experience in both ETC and OTC
- Good skill to build relationship and manage KOLs
- Build strong strategy to ensure achieving business goals
- Closely collaborate with others department

## EDUCATION

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2008 - 2013 **Ho Chi Minh University Medicine and Pharmacy**  
Major: Pharmacist

## WORK EXPERIENCE

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Feb 2018 - Present **Novo Nordisk**  
Key Account  
**Territories:** DHYD, 115, Thong Nhat, Trung Vuong, Nguyen Tri Phuong, An Binh, Area General Thu Duc, Thu Duc district, 11 district, Vien Tim.  
**Main responsibilities:**  
- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP, Ryzodeg. Follow up tender 2018.  
- Team Leader (15/3/2018-31/6/2018)  
**Achievements**  
- Listing successfully: Ryzodeg, Victoza, Tresiba at Hoan My  
- Achieved 123% C1'2018 (Q1'2018: 130%, Q2'2018: 118%)  
Growth 21% vs C2'2017.

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Feb 2017 - Jan 2018 **Novo Nordisk**  
Key Account  
**Territories:** Cho Ray, Gia Dinh, Binh Thanh, Tan Binh, Area General Hoc Mon, Cu Chi, Tan Phu, 3,4,10 district.  
**Responsibilities**

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP, Ryzodeg.
- Build plan activities with pharmacy department and board of director in short term and long term: Annual meeting, hospital meeting, CME, group present, support account.
- Collaborate and support sale team about tender information, key decision maker in drug committee, follow up quota utilization, order and built new quota.
- Collaborate and support pharmacy department, distributor, sales team to resolve problem: check tender document, contract, apply tender, direct purchase, and borrow medicine.

#### **Achievements**

- Listing successfully Ryzodeg at Cho Ray, 2 district, 3 district, Go Vap district.
- Increase significantly Quota at Cho ray (Novomix: Gr 172%, Mixtard FP Gr 36%), Binh Thanh (Mixtar FP 183%), Tan Phu (Novomix : 89%), Tan Binh ( Novomix 60%, Mixtard FP 58%), 12 District (Mixtard 63%)
- Achieve 111% Target 2017: Q4: 108% Q3 110 % Q2 122%
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Oct 2015 - Jan 2017

#### **Novo Nordisk**

Medical Representative

**Territories:** Contribute 20% total value of HCM 1 team: Area general Hoc Mon, 12 district, Xuyen A, Cu Chi, Go Vap.

- In charge of all of Novo Nordisk's Insuline: Novomix30, Mixtard FP.

#### **Achievements**

- Achieve 116% Target 2016, Growth: 75% Hoc Mon, 67% 12 District, 50% Xuyen A, 100% Cu Chi, 60% Go Vap.
- Best Growth Award.

Aug 2013 - Sep 2015

#### **MSD**

Medical Representative

**Territories:** Hospital for Traumatology and Orthopaedics HCM, FV, 2 district, 4 district.

#### **Responsibilities**

- In charge of Fosamax plus ( Alendronat + Vit D), andriol ( testosterone).
- Achieve > 100% Target Q4'2013, Q1'2014, Q4'2014, Q1'2015

## **REFERENCES**

Available upon request.