

CURRICULUM VITAE

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EXPERIENCE:

- 07/2018- Present: Medical Representative in Thanh Hoa for Eisai Vietnam.
- 08/2017- 01/2018: Trainee Marketing in Astrazeneca.
 - Support marketing team in 4 symposiums and conferences.
 - Inviting and discussing about Presentations content with Speakers and supporting about logistics (designing standees, backdrops, photo backdrops, Standees, Brochures, ...).
 - Product Presentation in Conferences.
 - Updated Handle Objections to supporting Sale Department.
- 10/2016- 01/2018: Medical Representative in RITA 2 HCM, Astrazeneca. Be responsible for Symbicort & Pulmicort in 115 Hospital & Thong Nhat Hospital.
 - Achieved 110% sale target Q4'2016, 115% sale target Q1'2017 in 115 Hospital.
 - Q2'2017 & Q3'2017: Clear rabbitly Symbicort in Thong Nhat hospital, growth 30% actual sale vs Q1'2017.
- 06/2015- 09/2016: Medical Representative in RITA Ha Noi, Astrazeneca. Be responsible for Pulmicort & Symbicort in Bach Mai hospital- a special class Hospital & French-Vietnamese hospital- a private hospital: Building relationship with doctors. Achieved 116% sale target C2'2015, growth 79% (Symbicort 34%, Pulmicort 97%) vs C2'2014.
- 09/2010- 06/2015: Student in Hanoi University of Pharmacy.
 - Scholarship for good students of Hanoi University of Pharmacy: 2010, 2011, 2013, 2014.
 - "Ligh your Hope" Scholarship Foundation of Petro Vietnam for studious students in particularly difficult circumstances.

ACHIEVEMENTS:

- Leadership selling skill (LSS): Level C
- Presentation Skill: Level C
- Territory action plan (TAP): Level C
- Support for Training Team and Marketing Team (10/2016- Present):
 - Training about LSS and Product knowledge for the new Medical Reps.
 - Product Presentation in Symposiums and mini roll out.

ACTIVITIES:

- Jointed the Day for community 2016 of Astrazeneca Viet Nam in Thanh Tri Hospital.
- The Campus Program of Astrazeneca in 2016 & 2017: jointed actively and supported to present about AZ company, shared the experience about the Medical Rep for the students at Ha Noi university of Pharmacy & University of Medicine and Pharmacy at Ho Chi Minh City.