



NGUYEN NGOC NGA

Healthcare/ Pharmacy

Profile

♀ Female

👤 16/05/1986

📍 9 Vinh Son Liem, Tan Binh district, Ho Chi Minh City

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Skills

Sales skill



Communication



Problem solving



English



Microsoft office



🎯 Job target

Like to enhance my professional skills in a dynamic and stable workplace. As a pharmaceutical representative, I am willing to work hard to contribute to achieving the objectives and profit for the company.

🎓 Education and certificate

09/2010 -
12/2013

Ho Chi Minh University of Medicine & Pharmacy

Bachelor of Pharmacist

09/2005 -
11/2009

University of Science Ho Chi Minh city

Bachelor of Chemistry

👛 Work experience

01/2015 -
01/2018

Medical Representatives

Polysan Representative Office

Main responsibilities:

- Follow-up the sales target, revenue of each territory, follow-up the remaining stock and make decision
- Conduct analysis of market/competitors to identify territory business opportunities
- Collect the production information from market as well as doctor's comments on products to report periodically or timely to regional manager
- Support the company to implement the marketing strategy, conference ...

Area: Pham Ngoc Thach's Hospital and Binh Dan's Hospital

03/2014 -
11/2014

Medical Representatives

RRO EGIS Pharmaceuticals Plc

Assigned to PS executive after two months probationary.

- Build and maintain good relationship with KOLs of hospital (doctors and medicine staff...)
- Find out quantities in stock & used, basic number and the activities of competitors
- Coordinate with distributors to conduct the earliest delivery to customers.

Achievements and skills gained:

- Understand the drug contractor situation and set up the recommend drug item of hospital ...

10/2010 -
01/2014

Salesman

Gia Dinh Pharmaceutical JSC - Pharmacy No. 28.

- Responsibilities: In charge of sales and drugs system management according to GPP standard
- Change of working arrangement of staffs; classifying Pharmaceutical drug preparations in groups; selling & counseling clients about dosage, usage, and drug use, as well as prescription and contraindications of medicine.

Achievements and skills gained:

- Observe, learn and catch customers' taste well.
- Improve Sales Skills.

Interested

- Meet and talking with friends; Read books on human development, life skills, sales skills, etc...
- Presentation, persuade customers for buying the product, my opinion is "every customer is a challenge"