



PERSONAL INFORMATION

Full Name : **HÀ TUẤN BẢO**

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Home : H1402 Park View Residence, Ha Dong District, Ha Noi.

Place of birth : Thuy Xuan Tien Village, Chuong My District, Ha Noi.

About me,

- ✓ Being responsible, hard-working and enthusiastic
- ✓ Passion for self-improvement and learning
- ✓ Ability to work independently

OBJECTIVE JOBS

- ✓ Try to complete well job
- ✓ Build positive relationship with key doctors and hospital
- ✓ Understand Vietnam pharmaceutical market
- ✓ then target to team leader after graduating 5-7 year.

EDUCATION

- Ha Noi University of Pharmacy
 - ✓ Academic year 2011-2016

EXPERIENCES

- 17/07/2016 – 29/12/2017: Medical Representative in Thien Thao Pharmaceutical JSC.
 - ✓ Product: Meiji antibiotics include Meiact (Cefditoren pivoxil) and Fosmicin for otic (Fosfomicin), prescription drugs, base in private Clinics and Thanh Nhan, Viet Nam-CuBa Hospital.
 - ✓ Be trained: products knowledge, Pharmaceutical selling skills, presentation skill, customer service skill.
 - ✓ Selling point: brand name Drugs, cost of sale, doctor present, gimmick.
 - ✓ Achievement: build positive relationships; achieve sales budget goals
 - ✓ The reason for changing: change the working environment, challenge yourself.
- 15/01/2018- present: Medical Representative ETC at JW Pharmaceutical Representative Office Ha Noi
 - ✓ Product: Solutions for parenteral nutrition products (Amigold, Combilipid acid amin), base National Cancer Hospital.
 - ✓ Be trained: products knowledge , communication/negotiation skill
 - ✓ Be supported for sale: Seminar, sponsor doctor to attend training course, sponsor activity faculty, gimmick.
 - ✓ Achievement: overcome high pressure; build positive relationships with doctors

Ha Noi, August 28 , 2018
Ha Tuan Bao