

NguyenTan Giau

Nhân viên | Male | 07/02/1985



Kinh Nghiệm Làm Việc 1 năm

Công ty gần đây nhất Nhân viên tại **Medbolide Pharmaceutical**

Bằng cấp cao nhất Cử nhân

Ngôn ngữ English - Trung cấp

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Thái Hoà, Tân Uyên, Bình Dương.,
Thành phố Bình Dương

THÔNG TIN CHUNG

Trưởng nhóm, giám sát trình dược khu vực miền Đông.

KỸ NĂNG

- Kỹ Năng Bán Hàng
- Kỹ Năng Thuyết Trình
- Kỹ Năng Sư Phạm
- Kỹ Năng Giao Tiếp Tốt, Thích Ứng Nhanh Với Môi Trường
- Vi Tính Văn Phòng : Word, Excel, Powerpoint .

KINH NGHIỆM LÀM VIỆC

06/2018 - Present

Nhân viên

Medbolide Pharmaceutical

-DSM with experience of managing Hospital and Pharmacy channels at five provinces: Binh Duong, Dong Nai, Tay Ninh, Binh Phuoc, Ba Ria Vung Tau. Sale product: Gastrointestinal, Allergy, Pain management, helminths drug...

Main task:

***Develop business strategies and establishing**

- Develop an effective sales strategy and ensure its timely implementation
- Participate in market strategy building by providing useful information from sales activities
- Make reports.
- Analysis of market/competitors to identify business opportunities

***People Management**

- Schedule the occasional meeting with Medical Representative
- Discipline employees when necessary
- Responsible for hiring, training and developing to Sales Team
- Monitor and give appraisal to the activities of Medical Representative
- Coaching and Team Development. Support staff to enhance capabilities to deliver target, provide team training as required, implement strategies to drive and motivate a team.

***Internal & External Customer Satisfaction &**

Communication

- Build and maintain the interdepartmental relationship to ensure smooth cooperation
- Build and maintain the relationship with key accounts/customers.

10/2014 - 06/2018

Nhân viên giới thiệu thuốc tại Bình Dương

Sanofi Aventis Việt Nam

-Have sales experience in many different products: Thrombosis, Cardiology, Diabetes, Gastrointestinal, Neurology...

Main task:

- ☐ Update Information of products to doctors
- ☐ Organized to introduce drugs in department or hospital
- ☐ Plan to develop the territories
- ☐ Involved workshops, seminars about drug treatment...
- ☐ Presented drugs information in department or hospital.
- ☐ Listing products to tender and pharmacies of hospitals.

Awards:

- Sanofi Champions for Customers Award 2015
- Sanofi Hero 2016
- Sanofi GEM Asia Champions 2017
- Sanofi excellent staff 2018

02/2007 - 11/2010

Tổn trưởng tổ sản xuất chuyên thuốc nước

Boston Pharma

- Position: Leader of the drug water-producing team.

Mark reports

Assign work to employees

Control the production process

Plan to produce products

HỌC VẤN

04/2015 - 06/2017

Bachelor of Business and Administrator

Cử nhân - Tra Vinh university

- Degree classification: Good

09/2010 - 10/2014

Pharmacist

Khác - Pharmacist at Medical and Pharmaceutical University of Ho Chi Minh City

-Position: class monitor

- Degree classification: Good

- Mode of graduation: Graduate thesis with the title “MEASURING THE CUSTOMER SATISFACTION AND QUALITY SERVICE OF GPP PHARMACY IN DISTRICTS OF HCMC”

THÔNG TIN THAM KHẢO

Trần Thanh Phúc

Quản lý tại Sanofi-Aventis VN

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