

NGUYEN THI TUONG VAN

MEDICAL REPRESENTATION



Education

UNIVERSITY OF MEDICINE AND PHARMACY, HO CHI MINH CITY

Pharmacist



Work Experience

ASTRAZENECA

MAY 2017 - NOW

Medical Representation

Main responsibilities:

- Achieve sales objectives for territories as assigned.
- Deliver product key messages to customers.
- Maintain business relationship with doctors, key pharmacists.
- Explore and expand new customer base in line.
- Carry out seminars and assist to arrange or hold symposium and congress for doctors.
- Report all activities of the market relating to assigned product lines.

NUTRICIA ADVANCED MEDICAL NUTRITION

DEC 2016 - MAY 2017

Medical Representation

Main responsibilities:

- Establishing the relationship with doctors, hospital representatives.
- Developing and maintenance the business relationship with doctors to enhance the revenue objectives in business.
- Consult to the doctors about company products' advantages in order to ensure that doctors can understand clearly and deeply about the company's products
- Support the company to implement the marketing strategy, conference, or event.



Activities

BASF COMPANY

JUN 2012

Collaborator to the program "Kid's Lab"

Organize and guide the students practice the chemical experiments



Certifications

Certificate of Import – Export practice and International Businessby
FOREIGN TRADE UNIVERSITY

2012

Certificate Of Achiverment For National English : Level C

2012

Certification Of Office Computer : Level B

2012



References

Le Hong Diep
Regional Sales Manager



FEB 10, 1990



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Dong Nai Province

SKILLS

Negotiation customer

Good communication

Logical thinking and creative

Public Speaking

INTERESTS

- Music
- Travelling
- Reading book

