



CURRICULUM VITAE

BÙI KHẮC NHẬT

POSITION APPLIED: AREA MANAGER

PERSONAL INFORMATION

Full name: *Khac Nhat Bui.* Gender: *Male.*
Date of birth: *November 17th 1989.* Place of birth: *Dong Nai.*
Email address: *Khacnhatbui1989@gmail.com* Contact number: *093.339.47.35*
Address: *225/15/1/2 Le Van Quoi Street, Binh Tri Dong Ward, Binh tan District, HCM city*

EDUCATION BACKGROUND

Degree: *University of Medicine and Pharmacy, Ho Chi Minh City*
Major: Pharmacist.
Degree class certificate: Good.
Time of graduation: December, 2013.

WORKING EXPERIENCE

GlaxoSmithKline (2/2014 - 6/2015)
Medical Representative.

Merck Shape & Dohme (6/2015 - 2/2018)
Senior Medical Representative
South Account Manager

Quantity :

- *2016 : Sales Performance achieved 135% annual target*
- *2017 : Sales Performance achieved 123% annual target*
- *EI > 100*

Quality:

- *Business Action Plan : 9.6/ 10*
- *Coaching Field Score : 3.8/ 4.0*
- *Presentation : Speaker for Hospital Meeting.*

Contribution:

- *BU-PC District Tender Project Leader*
- *BU-PC MUC1 Team Leader*

Record:

- *MSD Build Future Leader from 2016*
- *Best Medical Representative E-Detailing call award in C1'16*
- *Best Medical Representative for Sharing in C2'16*
- *Best Medical Representative for Innovation in C2'16 and C1'17*
- *Best Medical Representative for BU – PC contribution*

Experience:

- *Learning Future Leader of MSD*

- *Team Leader at MUC1 with 11 Medical Representatives*
- *Leader of BU-PC Tender team at District Hospital.*
- *Training and Coaching new Medical Representative*
- *Support KOLs in building guideline.*
- *Interview human resource for team and Fullfill vacant*

Territory :

2014	2015 – 2016	2016 - 2018
<i>Binh Tan District Hospital. Tan Binh District Hospital. Binh Chanh District Hospital. Hoc mon General Hospital. District 5 Hospital. District 12 Hospital. 7A Military Hospital. An Binh Hospital</i>	<i>Nhan Dan Gia Dinh Hospital. Nguyen Tri Phuong Hospital. District 2 Hospital. Binh Thanh District Hospital. 175 Military Hospital. Trung Vuong Hospital. Binh Thanh District Hospital. 115 Hospital.</i>	<i>Medical University Hospital Pham Ngoc Thach Hospital Thu Duc District Hospital Phoi Viet Clinic District 12 Hospital Xuyen A Hospital Cu chi Hospital Pediatric HCMC Hospital</i>

CAREER OBJECTIVE

- *Develop Skills in People management, Customer management, Sales management.*
- *Maintain a stable team, build trusting environment and dynamic sales team for optimum performance.*
- *Increasing sales performance and build good relationship with KOLs, KDM, KC*
- *Ability to coach MRs based on their individual's skills and behaviors that results in MRs' performances*
- *Proactively acknowledge on new treatment trends, guidelines that create opportunities for the business*
- *Understand and conduct all sales activities within the terms of Compliance policy, Sales & Marketing SOP*

PROFESSIONAL SKILLS

- *Being enthusiastic, patient, build an open and trusting environment*
- *Proactive at work, build good relationship with KOLs, KC, KDM.*
- *Proficient in Microsoft Office*