

DAO TIEN SY

Sales Manager In Vietnam



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OBJECTIVE

- I want to work in an active and challenging environment. Always take advantages of sales skills and understanding of market.
- Work actively to become a great leader
- Bring a lot value to customers,expand customers and contribute to development of Company.
- Create a big medical brand in Vietnam market

EDUCATION

HANOI UNIVERSITY OF PHARMACY

aug 2012 - june 2017

- *Major: Organizing and managing the pharmaceutical economy*
| GPA: 6.0

WORK EXPERIENCE

SWS Hemodialysis Care Co.,Ltd

June 2018 - Present

- *Sales Manager in Vietnam*

TASKS:

- Make plan develop market in cluding policy and finance and relationship Key person of Vietnam Dialysis Association.
- Cooperate distributor do project and discuss more
- Contact with MOH confirm project when necessary
- Apply import license and import machine (by air or sea)
- Contact logistic company import if necessary
- Actively make import dossiers for distributors
- Report directly to the International Sales Manager
- Cover All Vietnam (1 Distributor North Vietnam and 2 Distributor Central and South Vietnam)
- Manage 2 sales rep and 1 technical staff

ACHIEVEMENTS:

- Demo 2 machine Dialysis Department In Bach Mai Hospital (Key hospital with dialysis)
- Manage 3 Big distributor and support project
- Sign Contract with Distributor sell 70 Machine in 2019
- Managing investment costs for industry conferences
- Participating in exhibitions and product promotion
- Setup Machine and Consumable Dialysis up quaility system

UK Medical

December 2018 - Present

- *Sales Manager in North Vietnam*

TASKS:

- Tender Consumble and Develop North Vietnam

- Find company cooperate tender to Hospital
 - Keep relationship with KOL of MOH and Key Hospital
 - Setup system dialysis in Hospital
- ACHIEVEMENTS:**
- Setup tender Medical device to Hospital
 - Cooperate 4 Company tender in north and central Vietnam
 - Entrusted bulk import

SANTEN PHARMACEUTICAL CO.LTD

Jan 2018 - June 2018

● *Medical Representative*

TASKS:

- Setup seminar disease eyes
- Assist marketing department to plan
- Map cover:
District : Ba Dinh-Hoan Kiem -Hoang Mai- Tay Ho - Long Bien- Gia Lam- Thanh Tri
- Product: Sanlein - Oflovid - Cravit - Sancoba
- Customers :150 pharmacy

ACHIEVEMENTS:

- Go beyond the 20% target with the best month.

CAM HA JSC - VIETLIFE CLINIC

June 2017 - Dec 2017

● *Medical Representative ETC*

TASKS:

- 108 Military Central Hospital
- Put 3 products into the hospital
- Outpatient Department And Pediatric Consultation Department

ACHIEVEMENTS:

- Go beyond the 10% target with the best month.
- Average growth of 15% per month.
- Expanded 15 key doctors

INTERNSHIP AT CENTRAL PHARMACEUTICAL CPC1.JSC

Oct 2016 - Dec 2016

● *Market development*

Participate in the drug distribution system

INTERNSHIP AT HOSPITAL E

Sep 2016 - Oct 2016

● *Pharmacy Department*

Join activities of pharmacy department as distribute drugs and bidding drugs

ACTIVITIES

FOOTBALL

Otc 2012 - now

- *I participated in Male Football League at Hanoi University of Pharmacy (bronze medal in 2016)*

CLB GUITAR SGC HANOI

2016 - now

- *Member*

Play guitar classic

PARTICIPATE IN THE ACTIVITIES OF YOUTH UNION

Playing, practicing skills such as communication skills, teamwork skills....

ADDITIONAL INFORMATION

Funny, Sociable and always wants perfection

SKILLS

- Internal Management
- Art
- Communication
- Sale
- Teamwork
- Negotiation
- Presentation

