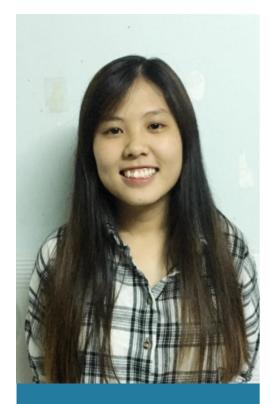
LAM NGOC ANH THU



Sep 7th,1995

Female

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SKILLS

Communication skills: Can easily start conversations, maintain lasting relationships. Persuasion skills

English: Capable of listening and reading documents in English and normal everyday English communication

Team working: Cooperative

EDUCATION

Can tho university of medicine and pharmacy October 2013 - July

2018

Major: Pharmacy

- Level classification: Good.

WORK EXPERIENCE

OFFLINE SALES

July 2015 - June 2016

Saler

- Introduce product, consult customer directly at park and help them choose a product that fit their desire
- Grasp customers' psychology to persuade them more effectively
- Practise to improve friendly attitude, enthusiasm and patience to maintain a good customer-seller relationship
- Collaborate with colleagues to observe and improve products so that it can meet the market's demand of quality Skills gained:
- Observe, learn and catch customers' psychology
- Persuasion
- Team working skills

Can Tho University of Medicine and Pharmacy

Probationaly marketing

Work in group: Design product, Business plan, Make up detailed marketing plans

- Product Design
 - + Design wrappings, name products after real products on the market
 - +Choose slogan, design product's brochure
- Business planning
- + Set short-term, long term objectives, orientate the product's development
 - + Estimate cost, calculate sales every month, quarter, year
- Marketing planning
- + Determine target market: Either pharmacies or hospitals channel, places that have high demands for our products
 - + Film product's advertisement
- + Customer approach method: Play advertisement on TV, Paste posters at pharmacies, give presentation at doctors' personal clinics
 - + Make out competitive tactics, marketing plans

ACTIVITIES

A-K39 PHARMACY YOUTH BRANCH

Novemver 2013 - July

spirit, know how to cooperate effectively, listen carefully and thoroughly, assist the team to achieve great results

Office information: Proficient in Word, Excel, Powerpoint, Internet using

INTERESTS

Traveling

Badminton

Cooking

Group Leader

- Manage a group of 18 people
- Grasp personal information of members, maintain a close relationship, ready to help out whenever needed
- Assign tasks to members
- Arrange time reasonably to distribute books, collect money for books and class' fund

Skill gained:

- Manage, maintain relationship
- Planning skills, work under pressure
- Communication skills

FACULTY OF PHARMACY

August 2014

Member of the Organizing Committee for "the Big Game" activity

- Make up plan, activities, develop riddles
- Control activities of a 15-person group at one station: Assign task, solve any arise problem in the process

Skills gained:

- Planning and Organizing
- Team working skills

ENGLISH CLUB OF PHARMACY FACULTY (SUEC) February 2016 - 2017 Member

- -Organized and participated in the 2016 Greeting "Newbies" session
- -Participated as member of the Organizing Committee of the singing contest "We rock"

Skills gained:

- Planning and Organizing
- Team working skills
- Improved ability to listen and speak English

OTHER EXPERIENCES

-Participated in motorbike roadtrips through provinces such as: AnGiang, Sóc Trăng, Tiền Giang, Vĩnh Long, Lâm Đồng, Bà Ria- Vũng Tàu...

Skills gained:

- Trained physical health
- Wide knowledge of Vietnamese regions