



Date of birth  
Sep 7th, 1995

Gender  
Female

Phone  
01239511110

Email  
lnathu3379@gmail.com

Address  
541 Huynh Van Banh, Phu  
Nhuan District, Ho Chi Minh City

Website  
<https://www.facebook.com/lnathu3379>

### 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**

Probationally 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 2018

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 Rịa- Vũng Tàu...

Skills gained :

- Trained physical health
- Wide knowledge of Vietnamese regions