**CURRICULUM VITAE**

**CAO VAN HUNG**

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| **OBJECTIVES** |  |
|  | To seek for a Pharmaceutical Representative position in a professional environment where my experiences in Pharmaceutical sales area combining with good communication and management skills can be utilized to boost sales and revenue for the company and contribute to the development of the company |
| **WORK EXPERIENCE** |  |
| **02/2014 – Present** | **Market Analyst of Sanisphere Company from France**  *Job duties:*   * Evaluating medicine usage demand of patients as well as the decisive roles of doctors and pharmacists in determining drug dosage in a subjective way * Taking part in surveys of partnership companies as well as of some pharmaceutical brands such as Sanofi, Pfizer, MSD, Novartis, etc. * Classifying medicine categories with a view to understanding drug demands by category on the market * Preparing and submitting market analyses weekly to the manager |
| **2013 – 02/2014** | **Point of Sale (POS) for Distribution Project in Phu Tho Province at Sanisphere Company**  *Job duties:*   * Building a map of systematic distribution channels of company products in Phu Tho Province * Evaluating infrastructure and quality of drug stores, which affected directly to the consumption of products * Serving as Point of Sale for drug distribution in Phu Tho. Making sales report to the manager * Doing market research to collect information about drug consumption and drug demands at the hospital |
| **12/2012 – 2013** | **Sales collaborator for International Phardy Company**  *Job duties***:**   * Introducing functional products to pharmacy companies or and drug stores and giving them detailed description of each product * Looking for customers and keeping in touch with long-term customers * Carrying out sales and marketing strategies to reach sales target |
| **EDUCATION** |  |
| **2008 – 2013** | **Hanoi University of Pharmacy**  Faculty of Pharmaceutical Industry Orientation |

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| **SKILLS & ABILITY** |  |
|  | * Good communication and negotiation skills * Good command of computer software such as Microsoft Word, Excel, and PowerPoint. Ability to search, analyze and filter information effectively on the Internet. * Ability to solve problems flexibly and smartly. * Ability to work independently as well as within virtual teams and work independently to meet deadlines and targets * Good time and financial management skills * Ability to understand risks and opportunity in business |
| **HOBBIES** |  |
|  | * Joining discussion forums and taking part in offline activities, with a view to: * Developing social relationships * Understanding behavior of online users, which is useful for sales strategies * Understanding reach points of market research * Reading pharmacy and medical news * Playing sports |