CURRICULUM VITAE

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|  | **NGUYEN TIEN MANH**  **Gender:** Male  **Date of birth:** 03/03/1990  **Place of birth:** Nam Dinh  **Contacts address:** R. 916, H1, Viet Hung, Long Bien, Ha Noi  **Mobile phone: 0916913390**  **Email:** tienmanh.dkh@gmail.com |

AE

**CAREER OBJECTIVE:**

* **Long term:** Have a promotion in career

**EDUCATION:**

B.S. Pharmacy, Ha Noi University of Pharmacy, Jun.2013

**WORK EXPERIENCES**

* St. Andews Pharmaceutical

Time: From 9/2012 to 01/2014

Position: MR of ETC team

* Thien Thao Pharmaceutical

Time: From 01/2014 to 11/2015

Position: MR of ETC team

* DKSH

Time: From 12/2015 to now

Position: MR of ETC team

**ACHIEVEMENTS:**

* **Tender:** Mastering the hospital bidding processes, support KAM Team in tender with good quota at the main hospital, creating a good relationship with the Pharmacy, drug council.
* **TAP:** Good at field analysis, offering timely Plan

**SKILLS:**

Soft skill: Selling skills and negotiation skills,Presentation, time management, office skill

KAM (Key Account Management)

TAP (Territory Action Plan)

ESS (Essential Selling Skill)

**STRENGTH**

* Enthusiasm, responsibility, studiousness and competence in working under high pressure.
* Having extensive experience with Hospital enviroment.
* Optimistic, engage people in the group
* Open mind to constructive criticism
* Quickly adapt to new environment