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| **TRAN MNH TAM**  Address: Vinh Ninh-Vinh Tuong  Vinh Phuc Province,Vietnam  Tel: (+84) 96 368 8586  Email: [mtam4289@gmail.com](mailto:mtam4289@gmail.com) | **image** |

**CAREER OBJECTIVE**

Become a well-experienced Medical Representative, have intense knowledge and sales, life scientific and medical details

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| **EDUCATION AND TRAINING** | |
| 2007-2012 | * ***Hanoi University of Pharmacy* Hanoi**   General Medicine major *-* Average good |
| **WORK EXPERIENCE** | |
| ***Jul- Sep 2012***  ***Apr 2013 – Jan 2015***  ***Feb 2015 – Sep 2015***  **Nov 2015 – June 2016        July 2016-Now** | * **Abbott Nutrition**.      * **GlaxoSmithKline**   Medical Communication Specialist in Hai Phong & Hai Duong provinces , specializing on CNS, Dermatology, Hepatitis, Antibiotic, Gastrointestinal products.   * *Responsibilities:*   Effective implementation of programs, strategic plans and activities in the hospital.  Provide timely science information to employees of Health Care.  Developing and maintaining relationships with customers.   * *Achievements:*   Being praised for high sense of responsibility, hardworking, honesty, spirit of learning, politeness and thoughtfulness.  Getting the credibility of profession in healthcare.  Leading in raising hospital’s sale :   * From May to December 2013: Being successful with Zantac Injection: 1st in Vietnam. Dermatology: 6th in Viet Nam . * From July to Dec 2014: Being successful with Nootropyl Injection - 2nd in Vietnam.   Getting to know how to apply Multi Channel Marketing.   * **Merck Sharp & Dohme**. * *Responsibilities:*   Medical representatives at Hai Phong province  Products: Tienam, Invanz, Esmeron   * *Achievements:* * Q1-2015: High Performance: 150% vs target. * Q2-2015: 200% vs target.     *---------------------------------------------------------------------------*   * *Responsibilities:*   Medical representatives at Ha Noi city: Bach Mai Hospital, Ha Noi Medical University, Buu Dien Hospital  Products*: Invanz, Esmeron*   * *Achievements:* * Q4/2015: Overcame initial obstacles for the first time managing a new area, the last quarter of 2015 ended with a spectacular growth of 118% despite the challenging goal, achieved a growth in all products in all areas. * Q1,2/2016: Made a breakthrough in sales in both large areas which are Bach Mai Hospital and Medical University with highly double growth and stability. * **Sanofi Aventis** * *Responsibilities:*   Medical representatives at Vinh Phuc province.  Products: Infection, CNS, Prostate, Oncology.     * *Achievements:* * *H2 2016*: Made a breakthrough in Prostate group, Succeed in expanding market, achieved high growth in all product groups.   + Prostate growth> 100%, CNS 80%, Infection 30%   + Final test: 92/100: 2nd in North’s provinces * *2017*: Prostate growth 60% ( 1st in North’s provinces) , Infection 25%. Onco Per 175 %vs target . Performance Q1-Q4 2017: 170.107.120.160 * Nominated for the Hero Award 2017 |
| **PERSONAL SKILLS**   * *Computer*: good at Office applications, Internet, computer’s tools & utilities, Successful applying internet technology. * *English*: able to read, translate English medical documents. * *Communication:* easily create sympathy with everybody. * *Confidence presentation.* * *Sale action plan* * *Territory management*   **Other skills:**   * Ability self-learning and self-development * Team work or working independently   **EXTRA-TRAINING ACTIVITY**  **Participated training programs:**   * Professional selling skills.   **Self-study training:**   * Law of Success * Positive Thinking * Time Management * Financial Management   **FAVOURITE QOUTE**  We try to remember that medicine is for the patient. We try never to forget that medicine is for the people. It is not for the profits. The profits follow, and if we have remembered that, they have never failed to appear. The better we have remembered it, the larger they have been.  *George Wilhelm Merck - 1950* | |