****CURRICULUM VITAE****



**PERSONAL DETAILS**

Name: Luc Thi Thuy

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Mobile phone: 01686100890

Address: Ha Tu wards, Ha Long city, Quang Ninh province

Date of birth: August 10th, 1990

**CAREER SUMMARY**

Medical Representative on ETC channel, with nearly one year working experience in Sanofi,

Quang Ninh. In addition, having more than three-year experience at Sanisphere in conducting

pharmaceutical market research for Ha Noi, Hai Phong, Hue, Da Nang, Can Tho, TP Ho Chi

Minh.

Strengths are: territory management, building and maintaining good relationship with clients,

high sense of responsibility and actively in finding solutions to develop territories.

**EMPLOYMENT RECORD**

**Medical Representative for Sanofi- Aventis** **Apr 2017 – Jan 2018**

As a Medical Representative for Sanofi- Aventis, I am in charge of Thrombo group included products are Plavix, Duoplavin, Lovenox and Cardio group included products are Aprovel, Co-aprovel, Cordarone.

**Responsibilities:**

* Product introduction to KOLs, Doctors. Build and maintain relationships with customers
* Follow up and report on product development and competitor activities in the hospital
* Seek ongoing improvement of working
* Take responsibility for developing self and others in anticipation of future business needs
* Understand, meet and exceed internal and external customer expectations to create positive impact

**Achievements:**

* Successfully built and maintained relationships with department heads, deputy department heads, and doctors
* Organized seminars and confidently presented products to doctors
* Organized a scientific meeting -VTE prevention treatment- at Bai Chay Hospital

**Pharmacist field analyst for Sanisphere Nov 2013 – Mar 2017**

As a pharmacist analyst for Sanisphere, taking part in POP survey which was carried out in the pharmacies.

**Responsibilities:**

* Carry out the POP survey in the pharmacies (POP is an observation-based survey: Sanisphere analysts actually observe transactions of sale occurring in a sample of retail pharmacies)
* Enhance the awareness of the POP Survey by actively promoting it in the pharmacies
* Promote Sanisphere and contribute to the development of its network among pharmacies in Vietnam

**Achievements:**

* Analysed data to the medicine items sold in pharmacies according to the company's software
* Built and developed a list of pharmacies in assigned areas
* Built good relationships with pharmacies in the areas

**PROFESSIONAL TRAINING**

Take part in the course “Licensed-2-sell”

**EDUCATION**

**Hanoi University of Pharmacy** **2008 – 2013**