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|  |  | Phan thi thu huyen  Medical Representative |
| Profile • I’m a 4-year-experience medical representative that well understand the medical-related procedures (e.g. product distribution and selling).  • I have good knowledge in diseases and treatments as well as good relationship with customers (i.e. doctors and pharmacists) from various hospitals and clinics.  •As an experienced Med Rep, I’m good at managing and analyzing territory; I also have experience in attending tender.  • I’m well trained about selling skills and territory management (attend training quarterly);  • Skillful of making presentation about products.  I would like to work in a professional, friendly, dynamic environment and I always try my best to accomplish goals. CHARACTER DeSCRIPTIONs • Fluent, confident and active.  • Highly responsible, honest and patient.  • Enthusiastic and eager to learn new things.  • Hard working and well organized.  • Helpful and friendly. CONTACT PHONE:  +84-912136833  EMAIL:  phanthuhuyen730@gmail.com HOBBIES • Reading book.  • Listening music.  • Traveling and discovering new places. |  | EDUCATION **Hanoi University of Pharmacy**  9/2009 – 6/2014   * + **Graduation:** Good   + **Achievement:** Annual Scholarships of Hanoi University of Pharmacy for excellent students  WORK EXPERIENCE **Pierre-Fabre Laboratories**  **3/2015–current**  **Medical representative**  **Cover the territory:**  **Bach Mai hospital**  **National Geriatric hospital**  **Hospital of Post And Telecommunications**  **L’Hopital Français de Hanoi**  **Dong Da General Hospital**  **Products group: Neurology, Obstetrics** and **Rheumatology**  **Job Description:**  • Build relationship, trust and credibility with customers by demonstrating professionalism.  • Deliver key promotional messages within approved detail aids and in line with Action Plan.  • Present and introduce product to customers at Pharmacy meeting, hospital meeting as well as at Hospital’s Departments.  • Conduct analysis of market/ competitors to identify territory business opportunities.  • Expand and update territory customer segmentation classification, database and call records continuously.  • Follow-up the sales target, revenue of each territory, follow-up the remaining stock and make decision.  • Participate in promotional activity programs to increase product awareness in the market.  • Organize and attend symposium, round table meeting.  • Implement projects related to customers.  • Work with Departments of Hospital to make the product get into the tender list.  • Work closely with Pharmacy Department to win tender with maximized quota.  **Achievement**:  • Archive quarterly and annual target which increases 15-45 percentages on average every year.  • Won Pierre-Fabre Vietnam’s Best Team Prize for 4 consecutive years (2015,2016,2017,2018).    **Viet Nam Chemico – Pharmaceutical JSC**  2/2014–3/2015  Regulatory executive  • Prepare documents and complete registration paper for new products.  • Ensure that all dossiers be submitted in proper time as defined with the top management.  • Aware about all new laws or regulations that can impact registration or marketing.  **Internship**  7/2013–6/2014  • Doing scientific research at the Department of Pharmacognosy, Hanoi University of pharmacy.  • Being an intern in Hanoi Pharmaceutical & Medical Equipment Import Export JSC. **SKILLS** • English: intermediate.  • Good communication with customers.  • Teamwork as well as individual working skills.  • Presentation skills.  • Ability to work under pressure.  • Strong adaptability to new environment.  • Good at computer, especially MS office like MS Word, Excel, Power Point… |
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