**CURRICULUM VITAE**

**Personal details**

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| **Full name** | **LY THI THAM** |  |
| **Date of birth** | 2nd June 1993, Bac Kan. |
| **Address** | 355/16 Su Van Hanh street, Ward 12, Dictrict 10 HCM City. |
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| **Email** | [**thamd12@gmail.com**](mailto:thamd12@gmail.com) |  |

**Objective**

* Being a medical representative in a professionally company that enables me to be developed and promoted.
* To be able to contribute my expertise in medical representative of company.
* Occupational perspective: "Now, I'm not a staff excellent, but the learner of new work very fast, i will become good staff is only a matter of short time".

**Strength**

* Work independently as well as teamwork well.
* Work in dynamic and professional environment
* Have an inquiring mind highly and fast learner
* Have responsibility in work
* Able to work under pressure.

**Education background**

* 2012-2017 studied in University of Medicine and Pharmacy at Ho Chi Minh City.
* Experience

\* 11/2017 - 04/2018: PharmEvo Private LTD

\* 06/ 2018 - 09/2018 : United International Pharma

\* English: Basic English

\* Computing: Basic Microsoft Office.

**Skills**

* Advanced-level in reading understanding English documents.
* Use MS office: word, excel, power point.
* Eager to learn, self-study, self-motivated.
* Independent researching and studying skills.

**Professional experiences**

***Working experience***

**From 11/2017 to 04/2018:**

* Working in PharmEvo Private Limited.
* Gives customer feedback, and information on competitor activity to the marketing team so that they can respond to changing market conditions and customer demands.
* Building the relation with physician, pharmacist, especially Head or Vice Head of Departments in hospitals.
* Analysis strong point of product and introduce to physician.
* Understanding and capture the activities of distributors including programs on product detailing, take care of hospital departments, activities of distributor’s employees.
* Understanding and update the status of directly competitive drugs (same active ingredient) and in the same treatment group.

**From 06/2018 to 09/2018**

* Working in United International Pharma
* Focus and update data customers, ensure the covering and right frequency of visits of target
* Convince and establish privileged relations with target Health Operators in order to achieve sales
* Promote and sell UIP products to target audiences based on action plan and marketing plan
* To update knowledge of our products and get competitor’s intelligence as well as sales techniques and perform competitive intelligence
* To propose new actions to develop our sales
* To analyse sales figures of his territory, measure gaps and define an action plan.

**Additional information & interests**

* Travel with my close friends, reading book, listen to music….

**Reference**

Mr: Truong Thanh Duy

Area manager in PharmEvo Private Limited

Tel : 0938720057

**Ly Thi Tham**