**CURRICULUM VITAE**

**PERSONAL INFORMATION**

* Full name: QUACH THI MINH HUE (Candidate code: Ca47782)
* Date of birth: 15 October 1972
* Address: 147 Hoa Binh street ,Tan Phu Dist., HCMC
* Call tell :**0903.75.82.82/0965.78.42.68** or **02.39733809**

**SUMMARY**

* 11/ 20146-now: Area Sales Manager - Hospital Channel – DKSH HEC3(HCM + SE)
* 07/ 2014 -09/2015: Area Sales Manager - Hospital Channel – SANOFI -AVENTIS.
* 01/ 2012 - 07/ 2014: Sales Manager - Hospital Channel – ASTRAZENECA
* 03/ 2010 - 12/ 2011: Sales Manager - Hospital Channel – MEGA LICENCIES
* 10/1997 – 02/2009: PFIZER
* 07/ 2007 - 02/ 2009: Sales Supervisor
* 10/ 1997 - 06/ 2007: Sales Rep

**WORKING EXPERIENCE**

**From 11/2016 to now: DKSH pharma**

Business Type:Pharmaceutical

Company size: 1,500 people

Position: Area Sales Manager (Ho Chi Minh City and South East ) .

Report to: Nationnal Sale Manager (Nguyen Tan Khuong )

Take care: 06 MRs .(04 HCM + 02 SE)

**Main duties**

Hospital channel :

Area Manager for team of 6 MRs - in charge of Infection products:Rocephin and Madopar ….

* + Hospitals in charge: Cho ray, Thong Nhat,Nhi Dong 2…and Dong Nai ,Binh Duong ,Vung Tau ,Tay Ninh ,Binh Phuoc,Binh thuan province .
  + Achieved 96 % Target of the year 2017 .
  + Define KOL list and follow-up activities that engaged with action plan
  + Master the working field - Have good relationship with KOLs.
  + Push tender .

**From 07/2014 to 09/2015: SANOFI –AVENTIS**

Business Type:Pharmaceutical

Company size: 1,000 people

Position: Area Sales Manager (Ho Chi Minh City) .

Report to: Regional Sale Manager (Vo Thi Ngoc Diep )

Take care: 9 MRs .

**Main duties**

Hospital channel (A+B hospitals)

* + Area Manager for team of 9 MRs - in charge of Cardio products: Aprovel and Co Aprovel.
  + Hospitals in charge: Cho ray, Thong Nhat,DHYD 1,Nhan Dan GiaDinh…
  + Contribute to 65 % turnover of the whole country sales
  + Achieved 100 % Target of the year 2014 – quarter by quarter
  + Define KOL list and follow-up activities that engaged with action plan
  + Master the working field - Have good relationship with KOLs

**From 01/2012 to 07/2014: ASTRAZENECA**

Business Type: Pharmaceutical

Company size: 500 people

Position: Sales Manager

Report to Regional Sale Manager (Tran Van Nam )

Take care: 7 MRs

**Main duties**

Hospital channel (C hospitals)

* + Area Manager for District hospital team and responsible for the Gastro and Respi for AZ …
  + Engage KOLs, Doctors, Pharmacists … to product planned activities.
  + Manage 7 Med Reps - based in HCMC
  + Achieved 120% target in two years - Win the prize “Growth Fast Team 2014” and the award of 20 million VND.
  + Listing successfully Nexium (oral + IV) andSymbicort (60 doses +120 doses) in all C hospitals. Sales growth > 35 % (sales growth of the company was only 18%).

**From 03/2010 to 09/2011: MEGA LICENCIES (MEGA)**

Business Type: Pharmaceutical

Company size: 700 people

Position: SALES MANAGER

Report to Nationaol sales Manager (Mr Rajeev)

Take care: 6 MRs

**Main duties**

Hospital channel (A+B hospitals)

* + Area Manager for team of 6 MRs - in charged of Diabetes products
  + Teritory Hospitals HCMC : Cho ray ,Thong Nhat ,DHYD 1,Nhan Dan GiaDinh
  + Achievement :Panfor (metformine) 500 mg and 1000 mg - sales growth was much higher than that of market & of competitors.

**From 10/1997 to 02/2009: PFIZER**

**Business Type:**Pharmaceutical

Company size: 300 people

07/ 2007 - 02/ 2009: Sales Supervisor

Report to Regional Sale Manager (Nguyen Van Huy )

Take care: 8 MRs

**Main duties**

Manage a team of 8 medical reps

* + Responsible regions: HCMC.
  + Support marketing team in launching Viagra,Carduran….
  + Responsible products: Debridat (Gastro ), Proctolog (Haemorrhoids), Pivalone (Corticoid), Oropivalone (Sore throat) - 40 %sales in Pharmacy + 60 % sales in Hospital

**10/ 1997 - 06/ 2007: Sales Rep**

Report to Distric sales Manager (Nguyen Thi Thu Thuy )

**Main duties**

* Products in charge: Gastro-intestinal (Debridat ), Proctolog (Haemorrhoids), Pivalone (Corticoid), Oropivalone (Sore throat)
* Territories in charge: HCMC (MU 1, Cho ray , Thong Nhat, 7A, Nhan Dan GiaDinh, Medic, NhietDoi,ND 1,ND 2…)

**SUMMARY QUALIFICATIONS**

* 1992 – 1997: Pharmacist \_ University of Pharmacy, HCMC

**ADDITIONAL INFORMATION**

**Skills:**

* Computer skill: MS Word, Excel, PowerPoint : Good
* Language ability :
* Vietnamese: Native
* English: rather Good (Listening, Reading, Writing & Speaking)
* Other skills :
* Time Management : Good
* Presentation : Fluently
* Communication : Good
* Sales knowledge
  + Planning and organizing skills
  + Problem solving, analytical and initiative skills
  + Good at communication, negotiation and management skills
  + Able to work in both independence and teamwork
  + Responsibility, hardworking, open-minded and willing to learn
  + Dynamic, self-confident, active, flexible, enthusiastic and honest
* Character: Friendly, Calm and Confident.
* Hobby : Badminton, swimming