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**Nguyen Thanh Y Tram**

Medical Representatives HCM

**Date of birth:**  June 12, 1993

**Gender:**  Male

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# OBJECTIVE

Take advantages of sales skills & experience and understanding of market to become a professional Sales Staff and bring a lot value to Customers. From that, I will contribute to development of Company . And more i will trying to become a management in future.

# EDUCATION

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| --- | --- |
| July 2012 - September 2015 | **POSTS & TELECOMMUNICATIONS INSTITUTE OF TECHNOLOGY (PTIT)**  Major: Business administration  College |
| October 2015- September 2017 | **Dong Nai medical college**  Major: Pharmacist |
| **WORK EXPERIENCE** |  |
| *April 2011 - December 2011* | **JUNSUN Company**  ***Sales Representative***  **Main responsibilities:**   * Receive region, customer list, target, fixed sales schedule (sales route). Perform sales skills, persuasion skills, negotiate, overcome objections, skills 8 steps sell. Laying, advertising, Sales in the area in charge . * Find new potential customers, make daily reports and feedback the customer about the company. * Find out, collect market information, products and competitors. * Survey, collect information of customers, develop the market in Ho Chi Minh City (about 100 points |
| *March 2015 – December 2015*  *January 2016 – May 2017*  *June 2017 – November 2018* | **RiTA Võ Company ( Brand PIAGGIO )**  ***Business man***  **Main responsibilities:**   * Work Plan * Customer care to see the car at the showroom * Deployment, online marketing activities, advertising vehicles in supermarkets, trade centers, running road shows, ... * Search for potential customers in Bien Hoa area and surrounding areas. * Be trained in professional sales skills.   **RiTA Võ Company ( Brand Ceramic )**  ***Sales Supervisor ( Area cover : Binh Duong , Dong Nai, Tay Ninh , Binh Phuoc, DakLak , Kontum , Bao Loc, Lam Dong. )***  **Main responsibilities:**   * Manage and support sales staff, * Take care of all major agents in assigned areas. * Ensure cargo coverage at all points of sale in the area responsible for the distributor. * Deploying and implementing sales plans. Report on business results of the region * Coordinate and support ASM to implement, evaluate and orient the business of the company * Coverage from 400 outlets to 500 outlets   **GONSA Company**  ***Medical Sales Representative***  ***( Area cover : Y Duoc 1, Nhiet Doi , Da Lieu, Da Khoa KV Thu Duc,.. )***  **Main responsibilities**   * Work Plan , Reporting * Caring, maintaining close relationships with the old customers * Seek potential customers in the area and show sales steps. * Learn about your competitors. * Provide solutions to achieve the targetin the area. * Visit the doctor's office to create a close relationship, convenient forthe sale of goods. * Open a few clinics in the area. * Be trained to communicate with customers, understand customeremotions. * Be trained in professional sales skills. |
| **CERTIFICATIONS** |  |

2017 Management Skills ( PACE SCHOOL)

Skill Professional Seller ( PACE SCHOOL)

2018 Ability to sell the company GONSA

# SKILLS

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| --- | --- |
| **Language** | English |
| **Computer** | Word, Excel, Powerpoint |
| **INTERESTS** |  |

I like Music , Travel , Reading book , Tenis,….

# ADDITIONAL INFORMATION

* Work independently, and work well in team work.
* Good reporting skills .
* Negotiation, negotiation, communication skills.
* Knowledgeable and knowledgeable in Sales. Knowledge of the pharmaceutical

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