

**ACHIEVEMENTS**

* Selling skill

**Novartis (Diovan®)**

Medicine Representative

**10/05 to 04/06**

**Position**

* Lead a team of 07 Product Specialists in HCMC and HN.
* Manage Oncology & Opthamology products nationwide
* Cooperate with KAM team to follow up tender & won tender in almost important hospitals: K hos., 108 hos. , 103 hos. , Bach Mai hos., HN oncology hos., Friendship hos., HN medi Uni hos., 198 hos., HN Vinmec, HCM Oncology hos., Cho Ray hos., HCM Medicine Uni hos., Thong Nhat hos., Thu Duc hos., Binh Dan hos., Gia Dinh hos., 115 hos., 175 hos., Hue central hos., Can Tho oncology hos., …
* Report in time competitors’ activities to BUH.
* Effectively manage action montly plan by compliance.
* Support team in organizing events, seminars, conferences…
* Coaching
* Build a effective team

**Bayer (Anti infection)**

Senior Medicine Representative

**Bayer (Anti infection)**

Medicine Representative

**04/09 to 03/18**

**Position**

**04/06 to 03/09**

**Position**

* Achieved >100 target per year with a very fine growth for each territory in charge.
* The best MR of the year in 2016
* The best presenter in 2017
* The LIFE award in 2017
* The PLATINUM CLASS (1st) of CAREER PASSPORT PROGRAM in 2017

**Key responsibilities**

**Bayer (Oncology & Opthamology)**

**Regional Sales Manager Nationwide**

**04/18 to present**

**Position**

**EXPERIENCE RECORD**

HCMC University of Pharmaceutical

and Medicine

HCMC University of Economics

English level B

**2009-2012**

**2000-2005**

**EDUCATION**



* Territory management skill

management skill

**SKILLS**

* Building effective tem skill
* Coaching skill
* Management skill
* Leadership skill
* Presentation skill
* Consulting skill
* Negotiation skill

Leadership skills

* Learn more things to accumulate much experience for future promotion.
* Lead my team to get the highest performace.

**Full name**

**Date of birth**

**Phone**

**Address**

**Email**

**Pham Thi Bich Phuong**

April 28th, 1982

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**CAREER OBJECTIVE**

**PERSONAL INFORMATION**