NGUYEN HUU HOAI THUONG



Product Manager – Sale Manager

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| * Full name | : |  | Nguyen Huu Hoai Thuong |  |
| * Date of birth | : |  | 28/10/1989 |
| * Nationality | : |  | Vietnamese |
| * Languages | : |  | Vietnamese, English |
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# CAREER OBJECTIVE

# Working in a professional and challenging environment where I can apply the knowledge and experiences on job to contribute to a part of company success .

# Experience and understand Pharmaceutical Market for self-improvement opportunities in order to complete myself for career.

# ACADEMIC BACKGROUND

* Bachelor of Pharmacy - University of Medicine and Pharmacy, HCM – 7/2012.
* Master of Pharmacy - University of Medicine and Pharmacy, HCM – 9/2015

# WORK EXPERIENCE

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| ***May 2019 - Present*** | **Product Manager of Egis RO in Viet Nam (Hungary International Pharmaceutical Company). Responsible for Cardiology and Ob-Gyn Products.**   * Build strategy to make product develop. |
|  | * Do activities in order to build strong relationship with KOLs, educate and change their mindset. * Training for MRs and distributors, inspire them, make them believe product’s benefits. * Support key account team related to tender issue: increase tender quota, make drug available in out-patient tender. * Coaching MRs and support to handle difficult problems. |
| ***April 2018 – April 2019*** | **Product Manager of Grassroots Cooperation Company.**  Assuming developing aesthetic products including Teoxane Fillers, Nabota Toxin and Stratapharma Scar medical devices. They are Switzeland’s product and have FDA’s approval.   * Plan and coordinate strategic and marketing activities in order to achieve sales, profit and marketing objectives. * Development projects from concept to launch, in-charged all brand activities such as consumer promotion, new launching product campaign and events. * Oversees monthly management of category budget and control marketing programs ensuring that all activities are within budget and financial parameters. * Train for sale team about products and how to sale product. * Go on field regularly to understand the current state of the business and generate new insights that can be translated into strategies and programs that will help achieve company goals. Coaching MRs and support to handle difficult problems * Make highly accurate sales forecast and ensure no out of stock. * Build document and material to help sale force effectiveness. * Support sale team to list product into pharmacy hospital.   **Achievement:**   * Make right marketing strategy that expand the market and increase sale 42%. * Organize standalone congress in Ho Chi Minh and Ha Noi successfully, make customer special impress. * Listing product to FV, Gaya Viet Han, Orthodontic Hospital HCM, Thien Hanh Hospital in Dak Lak. * Achieved excellent targets: 120% |
| ***Oct 2017 - Mar 2018*** | **Senior Medical representative of Besin Healthcare**  Assuming representing all products of Besins Healthcare including drugs in obstetric and IVF: Utrogestan, Androgel, Oestrogel, Progestogel and some consumer healthcare products at hospitals: Tu Du, Nguyen Tri Phuong, An Binh, Hanh Phuc International related Private clinics.   * Finding the potential customers and working relationship. * Updating medical information and relevant research frequently.   **Achievement:**   * Promoting and selling drugs to doctors that resulted in increasing sales 15% in Tu Du, over 150% in Nguyen Tri Phuong Hospital, maximizing tender quota. * Listing Ultrogestan to An Binh hospital successfully. * High appreciated from Manager and General Manager. |
| ***May 2015 – Sep 2017*** | **Product Specialist of Takeda Pharmaceutical Company**  Medical representative of DKSHCompany Limited. I took care two products, Baraclude is used for hepatitis B patients and Pantoloc treat gastrointestinal diseases. In November 2014, Takeda opened representative office in Viet Nam and got Pantoloc back, so my team move on Takeda.   * Support team to arrange the workshop. * Expanding the market, tender. * Support Manager to organize the meeting, translate and summarize the document for product developing.   **Achievement**   * Be chosen in top 3 talented to promote and develop becoming supervisor. * High appreciated from line Manager, Regional Manager and Product Manager. * Achieve excellent targets: * In 2015: over 100%, In 2016: +125% |
| ***July 2012 -April 2014*** | **Product and Training Specialist of Eagle USA Viet Nam.** Took care supplement: Egasmax, Exxocap, Soyabiogin.   * Make Strategy and plan for MRs to make sure to sell our products. * Design and conduct a training needs analysis for sale function and plan yearly training calendar. * Train for Medical Sales about selling model. * Plan and provide filed coaching to Medical Sales to coach and assess their selling skills, products knowledge and other sales competencies.   **Achievement:**   * Launching new product to VietNam market. * Do campaign to present product to end user. |
| **SKILL** |  |
| ***Leadership, Coaching capability, Negotiation ability.*** | * Motivating other people to act towards achieving a common [goal](https://www.thebalancesmb.com/goal-setting-your-guide-to-setting-goals-2948131). * Could inspire, lead and guide my team for the action. * Empathy put myself in the place of others to solve problem. |
| ***Computer*** | * Good at basic computer skills such as Word, Excel, Powerpoint, Internet. Good at data analysis and pivot table to show data effective way. |
| ***Language*** | * Communicate effectively in English – TOEIC 700 |
| ***Selling skill*** | * Build good relationship with doctors, pharmacist, nurses. |
| ***Presentation Skill*** | * Always is a speaker to present about product to doctors confidently and fluently. |

# STRENGTH

* Active, confident.
* Sense of responsibility, carefulness in all the works.
* Ambitious and eager to study.
* High ability to adapt to a new environment.
* Work well under pressure, desire to learn and grow within the company.

# WEAKNESS

* Have a trend to over concentrate on working, perfectionist

I hereby declare that all of the above details are true and correct.

Nguyen Huu Hoai Thuong