



LUU VAN TIEN SI

Pharmacist

📅 Jun 21, 1994
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👤 Male
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OBJECTIVE

Seeking opportunities to enhance knowledge and personal development in the field of scientific research and product development based on values in science. Aim to provide high-quality and effective medical products to patients, establish sustainable customer relationships, and contribute to the growth of product business

EDUCATION

University of Medicine and Pharmacy at HCMC (Aug 2012 > Oct 2017)

Major: Pharmacist

GPA: 7.32/10

Graduation thesis (Clinical Pharmacy)

Conducting clinical research with the topic: Surveying the knowledge and attitudes of patients undergoing treatment for venous thromboembolism at the University Medical Center in Ho Chi Minh City

SKILL

Synthesis and Analysis of Scientific Information	●	●	●	●	●
Selling & Communication	●	●	●	●	●
Workflow Standardization	●	●	●	●	●
Training & Teaching	●	●	●	●	●
Office	●	●	●	●	●

WORK EXPERIENCE

AN KHANG PHARMA (Dec 2020 > Mar 2024)

Medicine Purchasing Officer - Medicine buyer (Jan 2023 - Mar 2024)

- Ensure the medicine supply for the entire system of over 500 pharmacies nationwide.
- Engage in working discussions with more than 18 manufacturers and distributors of pharmaceuticals in Vietnam (DKSH, Stada VN, Pymepharco, Agimexpharm, Meracine...) including forecasting and procurement, negotiating prices, policies, and contracts.
- Manage over 200 assigned products, ensuring timely and sufficient supply for the sales block, efficient inventory management, and reasonable goods circulation within the system.

Training Specialist (Dec 2020 - Jan 2023)

- Conducted training for over 10,000 employees, including newly graduated pharmacists, newly joined pharmacists in the company's sales system, and over 1,000 interns in the field of retail pharmacy at schools offering pharmaceutical training in Ho Chi Minh City.
 - Specific training areas included:
 - + Basic Pharmacology training for various drug categories in pharmacies.
 - + Instruction on analyzing common pathologies and basic dosage adjustments.
 - + Training on Pharmaceutical Legislation, Good Pharmacy Practice (GPP).
 - + Training on consulting skills, sales, and pharmacy management.
 - Conducted research and updated the training documentation and e-learning system.
 - Coordinated with organizations to enhance product knowledge for the sales team.
- Training KPI: 8.36/10

CERTIFICATIONS

Professional Development Certificate in Teaching
(Hue University - 2022)

Tendering Certificate
(National Bidding Center - 2018 - 2019)

English Certificate
(Level B - 2018)

INTEREST

- Running; Volleyball
- Music and Singing

REFERENCES

Available upon request

DRUG & COSMETIC QUALITY CONTROL CENTER AT LAM DONG

PROVINCE (Mar 2018 > Aug 2020)

Quality Assurance Inspector - Lam Dong

- Participated in sample collection and quality inspection of pharmaceuticals/cosmetics across Lam Dong province.
- Developed a sample and test result management tool, and automated report generation for the center.
- Researched the Vietnamese Pharmacopoeia, provided advice on improvement, and added new testing criteria.
- Responsible for organizing and implementing the tendering process for the agency.

ZUELLIG PHARMA (Aug 2017 > Mar 2018)

Medical Representative - HCM

- Responsible for the antibiotic product group, specifically the Meronem line
- Area: Nguyen Tri Phuong Hospital; 115 Hospital; Cu Chi District Hospital; District 2 Hospital.
- Achievement: above 100%

ACTIVITIES

Vietnam Youth Union - DaLat City (Mar 2018 > Jun 2020)

President of the Vietnam Youth Union - Ward 11 - Da Lat City