



# Nguyen Thi Thu Huong

Sr. Coach & Facilitator

## SUMMARY

Ms. Nguyen Thi Thu Huong has over 18 years of experience in different positions in Pharmaceutical Multinational Companies. She is deeply understanding circulars, policies of VSS, MoH/SoH that impacts the access of patients to reimbursement products. She has ability to develop team to build relationship with Key stakeholders to ensure the delivery key messages & benefit of products impact the cost effective for patients & budget burden of Health Care Facilitators (HCF). She is highly effective engagement with the most important accounts & drive joins value creation ensures continued growth of the business.

## PROFESSIONAL EXPERIENCE

- 2019 – 2021: Boehringer ingelheim, Co.Ltd, - Pricing access lead – market access LEAD.
- 2017- 2019: Boehringer ingelheim, Co.Ltd - National key account manager
- 2015-2017: Boehringer ingelheim, Co.Ltd - Regional key account manager: south & central
- July 2014 – Dec 2014: GSK - Market Access Manager. ( MA)
- April 2012 – July 2014: GSK - National Hospitals Affairs Manager.( NKAM)
- May 2011- April 2012: GSK - Regional Key Account Manager South & MeKong
- Feb 2007 – Mar 2011: Astrazeneca - Government Hospital Affairs Manager South & Mekong.
- Dec 2004 – Feb 2007: Astrazeneca - Second Line Sales Manager HCMC & South Mekong

## TRAINING EXPERIENCE

- Experience in Internal Training for Medical Representatives, Key Account Manager, Key Account Executive.

## EDUCATION

- Certificate of Crestcom's Bullet Proof - Manager Leadership Development Program 2018-2019.
- Certificate of Key account Manager & Negotiation & Planning Skill course 2007 - Singapore
- Train The Trainer Course (Selling Skill & Territory Planning)- Bangkok Thailand 2005.
- Bachelor Degree in Pharmacy. University of Pharmacy and Medicine HCMC 1986 – 1991

### ❖ Skills and Abilities

- Develop people skill
- Leadership skill
- Coaching skill
- Negotiation skill.
- Build Relationship skill.
- Analysis skill