



Phyto Kyaw Zaw

EXPERIENCE

Dignity Health Product Supply Ltd. (Myanmar)

Position – Product Specialist (Sales) May 2021 - August 2022

Responsibilities,

- Conduct routine visits to government and private hospitals, polyclinics, and clinics to introduce our products to new customers, particularly medical professionals.
- Organize conferences, roundtable meetings, and continuous medical education sessions with physicians, surgeons, and other relevant medical professionals.
- Provide product training to pharmacists and nurses.
- Strive to achieve monthly sales targets.
- Prepare weekly and monthly reports.
- Conduct quarterly business reviews.

NAZCO Trading Ltd. (Myanmar)

Position-Product Specialist (Sales) August 2022-October 2023

Responsibilities

- Conduct regular visits to government and private hospitals, polyclinics, and clinics to introduce our products to new customers, particularly medical professionals.
 - Organize conferences, roundtable meetings, and continuous medical education sessions with physicians, surgeons, and other relevant medical personnel.
 - Provide product knowledge training to pharmacies and nurses.
 - Strive to achieve monthly sales targets.
 - Prepare weekly and monthly reports.
 - Arrange weekly and monthly planning sessions.
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CONTACT

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PERSONAL INFO

DOB: September 16, 1993

Gender: Male

Nationality: Myanmar

Availability: Immediately

COMPUTER SKILLS

Microsoft Office (Word, Excel, PowerPoint)

CAREER OBJECTIVE

I have strong management system skills including critical thinking, decision-making, problem-solving, and teamwork. As a results-driven professional, I am deeply passionate about employing excellent problem-solving abilities and contributing effectively within a team environment.

LANGUAGES

English	Fluent
Burmese	Native

PERSONAL STRENGTHS

- Effective time management
- Quick learner
- physically fit
- Confident in qualifications and skills
- Flexible with hours
- willing to travel
- Team player
- meticulous
- Comfortable with diverse cultures
- Can Drive

INTEREST

- Nature
- Travelling
- Sport
- Food
- Playing guitar
- Volunteering

Advanced Medical & Diagnostic Trading Ltd. (Myanmar)
Sales Executive November 2023 – April 2024

Responsibilities,

- Regularly visit government and private hospitals and laboratories.
- Engage in customer care and visits to pathologists, professors, and physicians.
- Identify new customers for laboratory products.
- Prepare sales contracts and quotations for both new and existing customers.
- Organize Continuous Medical Education (CME), Continuous Nursing Education (CNE), Roundtable Meetings (RTM), and educational conferences with medical professionals.
- Develop weekly and monthly plans and reports.
- Travel to different regions in Myanmar to acquire new customers.

ACADEMIC EDUCATION

University of Medicine (2), Yangon, Myanmar
(Final Part-2 Student)

SUMMARY

I completed my medical studies as a final part-2 student in Myanmar. However, due to the political crisis in the country, I decided to leave university. Since May 2021, I've been embarking on a new career journey, focusing on learning about business, customer care, sales, and marketing. Unfortunately, the situation in Myanmar became increasingly unsafe, prompting my decision to relocate to Dubai since April 28, 2024. Thank you for your attention, and I eagerly await your prompt response.

Grace be with you,

Phyo Kyaw Zaw