

Phuong “Phoenix” Tran

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Summary

- An enthusiastic and self-motivated health outcome researcher with **4 years of experience** in public survey data, real-world/claims data using SAS and STATA, and data generating (patient-reported quality of life, disease awareness), resulting in **10+ publications in high-impact journals** e.g., *JAMA Intern Med* and 3 oral presentations at professional and clinical conferences.
- Creative problem-solving abilities, including develop and implement strategies to promote and communicate scientific content. Launched successful **3 new drugs, 2 telemedicine apps, and an intervention outreach program** (HBV/HCV).
- Ability to function in an interdisciplinary team setting with high adaptability, having **worked closely with 5+ cross-functional experts** (medical affairs, sales force, marketers, operation team, suppliers, IT team, ...) and dynamic changes in an emerging market and start-up environment.

Education

Doctor of Philosophy in Pharmaceutical Science

2018 - present

University of Florida College of Pharmacy, Pharmaceutical Outcomes and Policy concentration, with focus on pharmacoepidemiology and pharmacoconomics.

Courses: Survival Analysis, Pharmacoconomics, Measurement, Grant Writing, Data Analysis and Interpretation, Causal Inference. **GPA 4.0**

Master of Public Health

2017

Johns Hopkins University School of Public Health, Epidemiology and Biostatistics concentration with an additional certificate in pharmacoepidemiology and drug safety.

Courses: Epidemiology I-IV, Biostatistics I-IV, Clinical Trial, Drug Development, Medical Entrepreneur (Clear-Mask start-up).

Bachelor of Science in Pharmacy, Ho Chi Minh City University of Medicine and Pharmacy

2014

Work Experience

Research Contractor

May 2020 – Present

Merck & Co., Inc., (PIs AG Winterstein and K Diaby)

- Estimate disease and economic burden of RSV infection among children <5 years of age with stratification for high-risk groups based on guidelines.
- Communicate findings to clinicians at conferences and through peer-reviewed publications.

Data Analyst (Intern)

May 2019 – Aug 2019

Sanofi Vietnam

Support 4 different projects in Operation Department

- **Target allocation** (supervised by Indochina Commercial Excellence Head): Calculated KPIs and key achievements for salesforce, interpreted the results and gave recommendations on the current target algorithm. Developed a new algorithm to optimize the sales target aligned with incentive schemes.
- **Competitor analysis** (supervised by Performance Manager): Developed proposal, interviewed sales force, and analyzed data from internal (sales data) and external (IQVIA/ IMS, Pharma Group Index, Sanisphere) sources.
- **Business dashboard** (supervised by Performance Manager): Updated and reported BU monthly dashboard for 3 product lines (EP, OTx, Diabetes).
- **Trade program** (supervised by Head of System and Analytics, Commercial Excellence): gave advice for Trade Program on promotion campaign or requested support.

Medical Representative

Sep 2014 – Aug 2015

Sanofi Vietnam

- Updated medical knowledge related to the team's products to health care professionals, led group discussion & received feedback about products' side effects and effectiveness, organized 12 hospital symposia and 4 regional conferences related to the team's products, got one individual quarter bonus (cash) and 2 team quarter bonuses (cash).
- Maintained sales target of a product which was out of drug formularies. Got one drug into a state hospital formulary within approved budgets.

Software & Skills

SAS, STATA

Digital Marketing

Project Management

Word, PowerPoint & Excel

Design Medical Communication Materials

Presentation

Publications

1. **Tran PT**, Antonelli PJ, Hincapie-Castillo JM, Winterstein AG. Association of US Food and Drug Administration Removal of Indications for Use of Oral Quinolones With Prescribing Trends. *JAMA Intern Med.* 2021;181(6):808–816.
2. **Tran PT**, Slayton WB, Dalal M, Brown J. Incidence and Risk Factors for 30-Day Readmission after Inpatient Chemotherapy among Acute Lymphoblastic Leukemia Patients. *Healthcare (Basel).* 2020;8(4).
3. **Tran PT**, Diaby V. Letter to the editor: Cost-Effectiveness Analysis of Adjuvant Neratinib Following Trastuzumab in Early-Stage HER2-Positive Breast Cancer. *J Manag Care Spec Pharm.* 2020;26(2):221.
4. **Tran P**, Winterstein A, Wang X, Rhew K, Antonelli P. Appropriateness of Otic Quinolone Use among Privately Insured US Patients. *Otolaryngology-Head and Neck Surgery.* 2020;162(1):102-107.
5. **Tran PT**, Meeker AK, Platz EA. Association between statin drug use and peripheral blood leukocyte telomere length in the National Health and Nutrition Examination Survey 1999-2002: a cross-sectional study. *Ann Epidemiol.* 2018;28(8):529-534.

And more <https://scholar.google.com/citations?user=8wj12Z4AAAAJ&hl=en>

Presentations at Professional Conferences

1. The American Otological Society – 1 oral presentation (2021)
2. The European Society for Paediatric Infectious Diseases – 1 poster (2021)
3. The International Conference on Pharmacoepidemiology & Therapeutic Risk Management (or ICPE All Access) – 3 posters (2019, 2020) + 1 oral presentation (2020).

4. The American Academy of Otolaryngology–Head and Neck Surgery – 1 oral + 1 poster presentation (2019)

Ongoing Projects

- Systemic adverse event of quinolone eardrops, using Commercial MarketScan Databases.
- Umbrella review and meta-analysis of cost-effectiveness of HPV vaccine.
- Agreement between parent-proxy and child self-report in pediatric hypermobile Ehlers Danlos syndrome (submitted).
- Respiratory Syncytial Virus infection burden
- Readmission of pneumonia in children

Leadership and Service

Florida International Society for Pharmacoepidemiology Student Chapter, served as a treasurer, vice president and president (2019-2022)

- First time established sustainable funding opportunities (\$2000+ each year) for the organization to sponsor members to attend professional conferences.
- Organized events to enhance students' knowledge and soft skills e.g., webinars, coding competitions, career and dissertation experience sharing.
- Helped ISPE Student Council to organize students' networking activities and team building.

Adjunct Lecturer – Ho Chi Minh City University of Technology

Awards

- The Grinter Award, University of Florida, College of Pharmacy 2018–2021
- International Society for Pharmacoepidemiology Scholarship 2019–2020
- Vietnam Education Foundation (VEF) Fellowship, US Federal Government Agency 2016–2017
- The John C. Hume Fund for Academic Excellence and Promise, Johns Hopkins University 2016–2017
- The Y.C. Yang Student Scholarship, Johns Hopkins University 2016–2017
- Travel grant, Johns Hopkins University 2016–2017
- Langone Scholarship, Vietnam National Union of Students 2009-2013

When you want something (badly),
all the universe conspires in helping you to achieve it.

--- Paulo Coelho ----