

## Meet Siemens Healthineers

Siemens Healthineers: Our brand name embodies the pioneering spirit and engineering expertise that is unique in the healthcare industry. The people working for Siemens Healthineers are totally committed to the company they work for, and are passionate about their technology. In this section we introduce you to colleagues from all over the world – people who put their hearts into what they do.



Ho Chi Minh City, Vietnam

### Tri, Vo Hoang

Tri was born in Đồng Nai province in 1985. Đồng Nai is a province in the Southeast region of Vietnam, located east and northeast of Ho Chi Minh City (Saigon). He moved to Ho Chi Minh City in 2003 and graduated from the University of Medicine and Pharmacy.

Tri worked as a radiographer for 5 years at the French-Vietnamese hospital, which is internationally accredited by JCI. In 2014, he moved to another international hospital in Binh Duong province. The turning point in Tri's career came about in February 2017 when he joined Siemens Healthineers as an MR application specialist. This opportunity gave Tri a great opportunity to travel and to share his knowledge with others. One thing led to another and because of the strong market growth in Vietnam, he quickly moved into the role as Product Specialist for MR, where he could expand his scope not only in MR applications, but also in the front-end sales process.

### What was your first experience with MRI?

My first experience with MRI was during the period when I was a student at university in 2006. I saw TOF (Time-of-flight) 3D image on MAGNETOM Avanto system in 2006. It impressed me a lot and I wondered how it was possible to acquire these kind of images even without contrast agents. From that moment, it sparked a lifelong interest in MRI Imaging and it has been a continuous learning journey ever since.

### What fascinates you most about MRI?

I am fascinated by Siemens Healthineers unique Dot Engines. They support radiographers and clinicians achieve consistent and high quality MRI images, and reduce in achieving rescans and exam times. For example, with the Cardiac Dot Engine, Cardiac MRI is significantly easier and can even be performed by operators with little experience.

### What is your role within Siemens Healthineers?

Currently, I am the MR Product Specialist for Vietnam. I really enjoy my new position because I can use my knowledge from my previous job as an application specialist to present our outstanding technologies to our customers and try to convince them to use our products. For me, it is quite a challenging position as Vietnamese customers are demanding yet fulfilling.

### What is unique to your region?

Vietnam is a large country and in particular it has a long coastline. It has plenty of stunning beaches and also some

nice highlands. It takes about 2 hours to fly from the north to the south. The weather between the north and the south can also be quite different at times. For example, during the later part of the year, it can be freezing in Hanoi and pretty warm in Ho Chi Minh City in the south. Similarly, our customers are also quite different. We need to be constantly nimble and quick on our feet to serve our customers effectively.

### What part of your job motivates you the most?

Projects, competition and serving clinicians motivate me the most. Together with the sales team, we also enjoy the challenge of maintaining the MR market share as one of the highest in ASEAN. I am also motivated by organizing workshops in order to share and bring new MR imaging techniques to Vietnamese doctors and eventually helping patients.

### If you were free to do anything for one month, what would it be?

I like travelling especially to Europe. If I had a free month to do anything, I would definitely travel to Germany, France & Italy where there are many beautiful and old cities and great attractions such as Rome and the Eiffel tower just for example. In addition, I will use the rest of my free time to do charity with my friends. I love children and I always want to help the less fortunate.