

Thato Matjie

Medical Sales Representative

Adaptable individual with extensive experience in providing first-class results. Meets job demands and deadlines through diligent work-ethic and dedication to quality.



✉ thatoaone2@gmail.com

📍 17, southway, Sandton, South Africa

📞 +27 795207144

🌐 linkedin.com/in/thato matjie

EDUCATION

Medical Sales Learnership Masoom Training Solutions

08/2022 - 08/2023

Sandton

Courses

- Medical sales

BSc (Life Sciences)

Sefako Makgatho (Health Sciences) University

02/2015 - 08/2023

Pretoria

Courses

- Life Sciences
- Human Physiology
- Biochemistry

NSC Matric

Makgetse High School

01/2012 - 12/2014

Pretoria

Courses

- Physical Sciences
- Mathematics
- Life Sciences

WORK EXPERIENCE

Medical Sales Representative Intern Becton Dickinson

08/2022 - 08/2023

Sandton, South Africa

Technology company that manufactures and sells medical devices, instrument systems and reagents.

Achievements/Tasks

- CRM- Sales force
- Market analysis research
- Product presentations
- IDC and Warmliner training
- Data and market analysis
- 90% Travel- selling BD products
- Competitor landscape

Contact: Willis Njumbi - +254 115 381 857

SKILLS

Interpersonal skills

Communication

CRM software

Presentations

Organisational skills

Business acumen

Social selling

Active listening

PERSONAL PROJECTS

Help Project (02/2015 - Present)

- Spread suicide awareness
- Help youth overcome drugs
- Raise drug awareness
- Raise crime awareness
- Assist in youth employment

ORGANIZATIONS

YPG- Youth Power Group (02/2015 - Present)

Mentorship

CERTIFICATES

Medical Sales (08/2022 - 08/2023)

SAMED code (08/2022 - 08/2023)

BSc (Life Sciences) (02/2015 - 12/2020)

NSC (01/2012 - 12/2014)

LANGUAGES

English

Native or Bilingual Proficiency

Setswana

Native or Bilingual Proficiency

INTERESTS

Volunteering

Mentorship

Art

Photography

Books

Music

Ek sertifiseer dat hierdie dokument 'n ware afbeelding / afskrif is van die oorspronklike dokument wat aan my vir verifikasie voorgeleë is. Ek sertifiseer verder dit volgens my aanneeming dat hierdie wysings of veranderinge of die oorspronklike dokument aangebring is nie.

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Handtekening / Signature: [Signature]
 MAGSNOMMER / FORCE NUMBER: 12506741 RANG / RANK: CS7
 NAAM IN DRIKSHOF / NAME IN PRINT: P. P. P. P.



SEFAKO MAKGATHO HEALTH SCIENCES UNIVERSITY
 ASSESSMENT AND CERTIFICATION MANAGEMENT

2021-03-31

Continued from Page 2
 Molotlegi Street, Ga-Rankuwa, 0208
 Tel: C12 521 5992/5995/5845/4556
 Fax: C12 521 5835

ACADEMIC RECORD

Name : MATJIE THATO
 Student Number : 201511470
 Identity Number : 9610300480081
 Date Of Birth : 30-OCT-1996
 FIRST SEMESTER (JAN-JUN)
 PATHOPHYSIOLOGY 66 PASS
 SECOND SEMESTER (JUL-DEC)
 BIOENERGETICS AND INTERMEDIARY METABOLISMS 68 PASS
 ENVIRONMENTAL + OCCUPATIONAL PHYSIOLOGY 60 PASS

I hereby declare that
 MATJIE THATO
 was a registered student at this university during the above mentioned years and that his / her conduct was satisfactory.

[Signature]
 FOR REGISTRAR
 31-MAR-2021

TIRELO YA MAPODISI A AFRIKA BORWA
 COMMUNITY SERVICE CENTRE
 2023-03-13
 MAKAPANSBURG
 SUID AFRIKAANSE POLISIEDIENS
 SOUTH AFRICAN POLICE SERVICE

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VAN DIE OORSPRONKELIKE DOKUMENT DAT AAN ITY (JUN) AANGESIG
VOORDELE IS EN SERTIFISEER VERDER DIT VOLGENS SY V AANGESIG
DAAR NIE N WYSIGING OF VERANDERING OF DIE OORSPRONKELIKE
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[Signature]
MOETKENING / SIGNATURE

MAGSNUMMER / FORCE NUMBER: 12806761 RANG / RANK: CST

NAAM IN DRUKSKRYF / NAME IN PRINT: T. Penele



2021-03-31

Continued From Page 1
Molelegi Street, Ga-Rankuwa, 0208
Tel: +27 12 521 5992/5995/5845/4556

ACADEMIC RECORD

Name : MATJIE THATO
Student Number : 201511470
Identity Number : 9610300480081
FIRST SEMESTER (JAN-JUN)
GENERAL PHYSICS 1A
SYSTEMS PHYSIOLOGY I

Date Of Birth : 30-OCT-1996

- 41 FAIL
- 45 FAIL: SUPPLEMENTARY GRANTED
- 45 FAIL: SUPPLEMENTARY GRANTED
- 47 FAIL: SUPPLEMENTARY GRANTED
- 46 FAIL SUPPLEMENTARY
- 48 FAIL SUPPLEMENTARY
- 50 PASS SUPPLEMENTARY

SECOND SEMESTER (JUL-DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS
SYSTEMS PHYSIOLOGY II

RE-EXAM: END OF YEAR (DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS
SYSTEMS PHYSIOLOGY II
RE-EXAM: MID YEAR (JUN)
SYSTEMS PHYSIOLOGY I

Year : 2018 BSC (LIFE SCIENCES) 2
Annual Result : PP PROMOTED
FIRST SEMESTER (JAN-JUN)
GENERAL PHYSICS 1A
SECOND SEMESTER (JUL-DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS
SYSTEMS PHYSIOLOGY II
RE-EXAM: END OF YEAR (DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS

- 58 PASS
- 47 FAIL: SUPPLEMENTARY GRANTED
- 58 PASS
- 45 FAIL SUPPLEMENTARY

Year : 2019 BSC (LIFE SCIENCES) 3
Annual Result : PZ CONTINUING QUALIFICATION
FIRST SEMESTER (JAN-JUN)
PATHOPHYSIOLOGY
ECOLOGY
SECOND SEMESTER (JUL-DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS
ENVIRONMENTAL + OCCUPATIONAL PHYSIOLOGY
APPLIED BIOLOGY
RE-EXAM: END OF YEAR (DEC)
BIOENERGETICS AND INTERMEDIARY METABOLISMS
RE-EXAM: MID YEAR (JUN)
ECOLOGY

- 32 FAIL
- 48 FAIL: SUPPLEMENTARY GRANTED
- 48 FAIL: SUPPLEMENTARY GRANTED
- 42 FAIL
- 55 PASS
- 47 FAIL SUPPLEMENTARY
- 50 PASS SUPPLEMENTARY

Year : 2020 BSC (LIFE SCIENCES) 3
Annual Result : PG QUALIFY TO GRADUATE

Continued On Next Page

Page 2



ASSESSMENT AND CERTIFICATION MANAGEMENT

TO WHOM IT MAY CONCERN

THIS IS TO CERTIFY THAT

MATJIE THATO

STUDENT NUMBER

201511470

QUALIFIED FOR THE DEGREE

BACHELOR OF SCIENCE (LIFE SCIENCES)

THE GRADUATION CEREMONY WAS HELD ON

09 JUNE 2021

FOR REGISTRAR

DATE: 13 April 2022

Molotlegi Street, Ga-Rankuwa
Pretoria, Gauteng
PO Box 203, Medunsa, 0204

www.smu.ac.za

Telephone: +27 12 521 3287

Email: martha.jiyane@smu.ac.za

STATEMENT OF RESULTS

Learner's Name: Thato Matjie

Company: Becton Dickinson

ID No: 9610300480081

Date: 7 June 2023

NATIONAL HIGHER CERTIFICATE: Pharmaceutical Sales Representative Learnership

SUMMATIVE ASSESSMENT EXAM

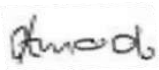
Unit standard ID: 63969

NQF: Level 5


Credits: 120

	NYC	C
Overall Competency	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 3: Managed health care in the pharmaceutical environment	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 4: Clinical research findings of pharmaceutical	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 5: Utilise pharmacology and pharmaceuticals	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 6: Conduct a sales territory analysis	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 7: Client relationships	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 8: Conduct a sales visit in a professional environment	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 9: Ethical and legal codes of pharmaceutical representation	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 10: Apply appropriate social protocols in the workplace and community	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 11: Time management	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 13: Implement basic safety procedures in emergencies	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 14: Plan Events	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Assessor's Full names: Fathima Amod

Signature: 

Learner's Full names: Thato Matjie

Signature: 

For Office Use Only:

Moderator's Full names: _____ **Signature:** _____

FEEDBACK TO LEARNER

LEARNER DEVELOPMENT AREAS IDENTIFIED:

RECOMMENDED FOR RE-ASSESSMENT:

No

IF YES:

- Modules to re-write: NA
- Date of re-assessment: NA

OTHER COMMENTS:

COMMENTS FROM LEARNER:

For Office Use Only:

Moderator's Full names: _____ **Signature:** _____

STATEMENT OF RESULTS

Learner's Name: Thato Matjie

Company: Becton Dickinson

ID No: 9610300480081

Date: 12 June 2023

NATIONAL HIGHER CERTIFICATE: Pharmaceutical Sales Representative Learnership

SUMMATIVE ASSESSMENT **PORTFOLIO**

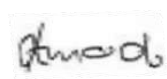
Unit standard ID: 63969

NQF: Level 5

Credits: 120

	NYC	C
Overall Competency	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 1: Presentations	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 3: Managed health care in the pharmaceutical environment	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 4: Clinical research findings of pharmaceutical	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 5: Utilise pharmacology and pharmaceuticals	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 6: Conduct a sales territory analysis	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 7: Client relationships	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 8: Conduct a sales visit in a professional environment	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 9: Ethical and legal codes of pharmaceutical representation	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 10: Apply appropriate social protocols in the workplace and community	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 11: Time management	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 13: Implement basic safety procedures in emergencies	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Module 14: Plan Events	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Assessor's Full names: Fathima Amod

Signature: 

Learner's Full names: Thato Matjie

Signature: 

For Office Use Only:

Moderator's Full names: _____ **Signature:** _____

FEEDBACK TO LEARNER

LEARNER DEVELOPMENT AREAS IDENTIFIED:

RECOMMENDED FOR RE-ASSESSMENT:

No

IF YES:

- Activities to be resubmitted: NA
- Date of re-assessment: NA

OTHER COMMENTS:

COMMENTS FROM LEARNER:

For Office Use Only:

Moderator's Full names: _____ **Signature:** _____

CPD Certificate



This is to certify that

Ms. Thato Matjie

Council Number: 9610300480081

Completed the following CPD activity

Medical Device Code of Ethical Marketing and Business Practice On-Line Test
(2021/2024)

Provided by: SAMED
On 2023/06/21

MDB015/1592/10/2021 Ethics

CPD Points/Hours: 2.0

Total CPD Points/Hours: 2.0



CERTIFICATE OF ACHIEVEMENT



was awarded to

This is to certify that

Thato Matjie

has successfully completed the course

Microsoft Digital Literacy Productivity Programmes: Consolidated Certificate

offered by "Microsoft Thint'iMillion - <https://thintimillion.co.za>" on November 08, 2021



Mahala



CERTIFICATE OF ACHIEVEMENT



was awarded to

This is to certify that

Thato Matjie

has successfully completed the course

3. Introduction to Word Processors

offered by "Microsoft Thint'iMillion - <https://thintimillion.co.za>" on November 07, 2021



Mahala



CERTIFICATE OF ACHIEVEMENT



was awarded to

This is to certify that

Thato Matjie

has successfully completed the course

4. Introduction to Spreadsheet Programs

offered by "Microsoft Thint'iMillion - <https://thintimillion.co.za>" on November 08, 2021



Mahala



Certificate of Completion

This is to certify that

Thato Matjie

has successfully completed the course

01. Build Your Business

offered by "Microsoft Thint'iMillion - <https://thintimillion.co.za>" on November 08, 2021



Certificate of Completion

This is to certify that

Thato Matjie

has successfully completed the course

03. Exploring the Market

offered by "Microsoft Thint'iMillion - <https://thintimillion.co.za>" on November 08, 2021

Becton Dickinson (Pty) Ltd
20 Woodlands Drive
The Woodlands Office Park
Building 6 (G)
Woodmead
South Africa
2191
t: +27 10 201 7400
Reg No: 1995/005042/07
VAT No: 4140151012



bd.com

29 August 2023

CERTIFICATE OF SERVICE

SANDRA MARTINS – Senior HR Advisor - Africa

(Name and designation of person)

of

BECTON DICKINSON (PTY) LTD

(full name of employer)

**20 WOODLANDS DRIVE, 31 WOODLANDS, OFFICE PARK
Address
WOODMEAD – JOHANNESBURG. 2199**

In the MEDICAL DEVICES (trade)

declare that

**Thato Matjie
(full name of employee)**

**9610300480081
I.D. no.**

Was in employment

**From 01.08.2022
until 31.08.2023**

as

**Medical Sales Representative Learner
(type of work / occupation)**

Any other information

**On termination of service this employee was earning R 144 000,00
(144 000 RAND ONLY – 0 CENTS)**

__ per hour __ per day __ per week __ per fortnight __ per month __X per year

DocuSigned by:

Sandra Martins

A67308F6CE2F496

Employer's signature

**29 August 2023
Date**



Directors: I.K Wakefield ¹ (Managing), Ziyaad Bhorat ¹,
Aadila Fakier ¹, Daniel Hopkin ², 1 = South African, 2 = British

Advancing the world of health

[illegible]

Passport / Passeport

REPUBLIC OF SOUTH AFRICA / REPUBLIQUE D'AFRIQUE DU SUD

Type / Type PA Country code / Code du pays ZAF

Passport No / No du passeport A09662964

Surname / Nom MATJIE

Given names / Prénoms THATO

Nationality / Nationalité SOUTH AFRICAN / SUD-AFRICAINE

Date of issue / Date de délivrance 30 OCT 1996

Sex / Sexe F Place of birth / Lieu de naissance ZAF

Date of expiry / Date de validité 02 FEB 2002

State of expiry / Date d'expiration 01 FEB 2002

Authority / Autorité DEPT OF HOME AFFAIRS

Holder's signature / Signature du titulaire

PAZAFMATJIE<<THATO<<<<<<<<<<<<<<<<<<<<<<<<<<<<
AD96629646ZAF9610301F32020129610300480081<6D

TIRELO YA MAPODISI A AFRIKA BORWA
COMMUNITY SERVICE CENTRE
2023 -03- 13
WAKHABISITANO
SUID AFRIKAANSE POLISIEDIENS
SOUTH AFRICAN POLICE SERVICE



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T. Perrené
HANDTEKENING / SIGNATURE
MAGSNUMMER 7250674 / RANG CST
FORCE NUMBER 7250674 / RANG CST
NAAM IN DRUKSKRIF T. Perrené
NAME IN PRINT

DRIVING LICENCE
LAESENSE YA HO KGANNA
CARTA DE CONDUCAO

T MATJIE

ID No: 02/9610300480081 FEMALE

Birth/Letšwalo: 06/10/1996 ZA Restr./Dikgaelo: 0

Lic. No./No. Lesa: 41570006JSH No: 1


Valid/E felanong: 14/11/2020 - 13/11/2025

Issued/Entshitswe: ZA

Code/Kholiso: 57

Veh. restr./Mofuta wa koloi: 0

First issue/Phesano ya pele: 17/11/2020



EK CERTIFISEER DAT HIERDIE DOKUMENT N WARE AFDRUK AFDRUK IS
VAN DIE OORSPRONKLIKE DOKUMENT WAT AAN MY VIR WAKKENING
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T. Matjie
HANDTEKENING / SIGNATURE

MAGSNOMMER 7250674 RANG CST
FORCE NUMBER RANK

NAAM IN DRUKSKRIF T. Matjie
NAME IN PRINT

TIRELO YA MAPODISI A AFRIKA BORWA
COMMUNITY SERVICE CENTRE

2023 -03- 13

MAKAPANSBURG
SUID AFRIKAANSE POLISIEDIENS
SOUTH AFRICAN POLICE SERVICE

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 VAN DIE OORSPRONKELIKE DOKUMENT WAT AAN TY VIR WAARNEEMING
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 DAAR NIE N WYSGING OF VERANDERINGE OF DIE OORSPRONKELIKE
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 FURTHER CERTIFY THAT FROM MY OBSERVATIONS AN AMENDMENT OR A
 CHANGE WAS NOT MADE TO THE ORIGINAL DOCUMENT

HANDEKENING / SIGNATURE T. Rancake CST

MAGSOMMER 72506141 RANG CST
 FORCE NUMBER 72506141 RANG CST

NAAM IN DRUKSKRIF T. Rancake
 NAME IN PRINT T. Rancake

NOTICE OF PERSONAL PARTICULARS

- Any changes to the personal particulars in your ID Book must be communicated to all relevant parties.

NOTICE OF CHANGE OF ADDRESS

- Keep the NOTICE OF CHANGE OF ADDRESS form in this pocket to report a change of address or a change in particular of your present address e.g. name of street and/or street number etc.
- Hand in at or post to the nearest regional/district office of the DEPARTMENT OF HOME AFFAIRS

I.D. No. 961030 0480 081



S.A.CITIZEN

SURNAME
MATJIE

FORENAMES
THATO

COUNTRY OF BIRTH
SOUTH AFRICA

DATE OF BIRTH
1996-10-30



DATE ISSUED
2012-02-24

ISSUED BY AUTHORITY OF
THE DIRECTOR-GENERAL
HOME AFFAIRS