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**SENIOR SALES EXECUTIVE**

***Business Development / Consultative Sales / Account Management***

Dynamic sales executive with more than 6-years track record of surpassing multimillion-peso sales quotas within highly competitive markets. Exceptional communicator with a consultative sales style, Top 1000 corporations account management skills, exceptional problem-solving abilities, and a keen client needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical business solutions. ***Core professional competencies include:***

***●*** Strategic Sales & Marketing Campaigns ***●*** Executive Presentation & Negotiations

***●*** Budgeting, Forecasting, & Planning ***●*** Prospecting & Lead Generation

***●*** Key Account Acquisition & Retention ***●*** Cross-Functional Leadership

***●*** Staff Development & Management ***●*** Customer Relationship Management

**PROFESSIONAL CAREER & KEY ACHIEVEMENTS**

**DHL EXPRESS (PHILIPPINES) CORPORATION**  **November 2013- June 2014**

*DHL Express is a division of the German logistics company Deutsche Post DHL providing international express mail services. Deutsche Post is the world's largest logistics company operating around the world.*

**ACCOUNT MANAGER**

Sell profitable new key business within assigned territory by cold calling, cultivating leads and networking, Make customized presentations to various decision making audiences to close new business, Maintain and increase revenue streams with current key accounts in a specific territory, to include: face to face visits, problem solving and administrative follow-up, Master extensive international knowledge of the DHL network and must use company tools, processes and technologies to manage/grow territory and document activity, Ensure high post-sale satisfaction and positive long-term relationships, Collaborate with Sales and Operations teams to maximize sales and revenue growth within territory.

***Selected Accomplishments:***

***●*** Highest Rank in Sales Activity performance out of 17 Account Managers

***●*** Pioneered the system on clustering for area coverage (based on route codes)

***●*** 15% Sales growth month on month

**PETRON CORPORATION**  **September 2011-October 2013**

*The largest oil refining and marketing company in the Philippines.*

**NETWORK DEVELOPMENT MANAGER**

Direct activities involve site identification, site inspection / evaluation / analysis, dealer evaluation, securing of documentation requirements from dealers (TCT, Lot plan, Vicinity Map, Tax Declaration etc…), preparation of Retail Dealer Contract (RDC) package, coordination with CTESG (construction plans / SSE installation), monitoring of dealer compliance with documentary / reportorial requirements, monitoring of actual construction (aligned with approved construction plans), 3 -day initial training of dealers, endorsement of dealers to 4 weeks Dealer Management Course, customer data record set up, initial service station operation /set up and endorsement-turnover functions to concerned Area Sales Executives.

***Selected Accomplishments:***

***●*** Successfully headed 10 Petron Bulilit Station roadshows in key cities of Luzon that generated at least 200 leads in the said program and build 21 refilling stations – highest among batch class

***●*** Pioneered the system on establishing records of RDCs.

***●*** Proposed and successfully implemented SPANCOP sales tool in company’s programs.

**GLAXOSMITHKLINE PHILIPPINES INC. April 2010-August 2011**

*A global company that tries to make a difference in the lives of Filipinos with its quality medicines and corporate social responsibility programs that enable people to do more, feel better and live longer.*

**TERRITORY MANAGER**

Developed and executed contact strategy to optimize coverage and opportunity detection. Created business plans and forecasts for vendors to maximize volume and productivity. Developed and maintained solid business relationships with customers to gain incremental business. Trained and supported vendors to provide sales and administrative tools required to meet business objectives. Provided information to management regarding product and service commitments. Prepared and submitted comprehensive reports for company’s decisions.

***Selected Accomplishments:***

***●*** Increased customer base 40% by expanding vendor relationships.

***●*** Augmented sales revenues through development and implementation of innovative vendor discount programs and creative options.

***●*** Surpassed sales target (at 112%) and increased in market share by 20%

**PILIPINAS SHELL PETROLEUM CORP. April 2008-March 2010**

*A global group of energy and petrochemicals companies with an innovative approach to help tackle the challenges of the new energy future.*

**BUSINESS DEVELOPMENT MANAGER**

Direct activities involve identifying and developing new and existing referral sources to develop successful referring relationships, actively identify and generate prospects through strategic sales strategies focusing on customers in target markets, achieve revenue goals, maintain good working relationships with existing clients previously to enhance client retention and new sales through referrals and references, deliver high level support related to market intelligence to the sales and marketing teams, research/analyze and report on marketplace trends and competitors, research market size, market trends and statistics relative to market expansion opportunities, support new initiatives with research/analysis/writing the development of electronic collateral and power point presentations.

***Selected Accomplishments:***

***●*** Increased customer base 30% by expanding vendor relationships.

***●*** Newcomer of the year 2009.

***●*** Surpassed sales target (at 130%) and increased in market share by 15%

**EDUCATION & TRAININGS**

**UNIVERSITY OF THE PHILIPPINES – MANILA**

**BACHELOR OF SCIENCE, BIOCHEMISTRY**

**CERTIFIED INTERNATIONAL SPECIALIST**

2014, DHL Express Philippines Corp, Makati City

**DEALER MANAGEMENT COURSE**

2011, Petron Corporation, Mandaluyong City

**WORLD CLASS PRACTICES**

2010, GlaxoSmithKline Philippines Inc, Makati City

**CUSTOMER SERVICE**

2010, GlaxoSmithKline Philippines Inc, Makati City

**WORLDWIDE SALES FORCE EXCELLENCE**

2010, GlaxoSmithKline Philippines Inc, Makati City

**IMAGE BUILDS BUSINESS**

2010, GlaxoSmithKline Philippines Inc, Makati City

**TERRITORY MANAGEMENT**

2010, GlaxoSmithKline Philippines Inc, Makati City

**SALES FORCE AUTOMATION**

2010, GlaxoSmithKline Philippines Inc, Makati City

**SAVE WORKSHOP**

2010, GlaxoSmithKline Philippines Inc, Makati City

**GSAP GO LIVE**

2009, Pilipinas Shell Petroleum Corporation, Makati City

**CREDIT AND FINANCIAL MANAGEMENT**

2009, Pilipinas Shell Petroleum Corporation, Makati City

**SPANCOP SALES TOOL**

2008, Pilipinas Shell Petroleum Corporation, Makati City