**First Name of Application CV No 1644516**

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**OBJECTIVE**

To obtain a challenging position in the field of business administration, marketing or any available position which may deem suitable to my credentials and would enable me to grow and learn more skills.

### SUMMARY

I am skillful in interacting with customers of various class through my experience in customer relations with over four years of work in sales industry. I consider myself as a hard worker, a quick learner, and is adaptable to any industry.

**WORK EXPERIENCE**

**Michelin Tires Division – Nasser Bin Khaled & Sons** May 2015 – January 2016

**Doha, Qatar**

INDOOR SALES CONSULTANT

* Assists walk-in customers with their inquiries and suggest tire pattern or tire sizes according to their needs.
* Responds to customer inquiries via telecom
* Responsible for invoicing/filing up job card, preparing quotations and prospecting for new customers.
* Managed product inventory including prices
* Order tire sizes and patterns from warehouse that is not available in the showroom.
* Preparing daily sales and loss of sales report to the division manager and indoor sales manager.

**Mitsubishi Union Motors Corporation**  May 2012 – May 2014

**Caloocan City, Philippines**

SALES CONSULTANT

* Worked on direct interaction with clients/customers through field work and telemarketing
* Participated in different on-ground and below the line activations
* Managed customer relationships to ensure development of sustainable business
* Presented and sold company products and services to different clients
* Identify sales prospects and bid for new accounts
* Prepared presentations, proposals and quotations to clients.
* Identify and resolve client concerns.

**Veraliz Marketing**  Nov. 2010 – March 2012

**Caloocan City, Philippines**

MARKETING ASSOCIATE

* Responsible for assisting with sales/marketing and advertising campaigns.
* Develop new business opportunities to meet trends.
* Help develop and implement strategic sales plans.
* Facilitate client requirements meetings – both in person and/or remotely using current online presentation applications.
* Deliver sales presentations/proposals to prospective clients with a successful closing rate.
* Report weekly sales forecasts.
* Manage projects to make sure that they get completed in a timely manner.

**E-Copy Corporation** April. 2010 – Oct. 2010

**Manila, Philippines**

SALES REPRESENTATIVE

* Responsible for all sales activities in assigned accounts or areas
* Doing field work and telemarketing.
* Present and sell company products and services to current and potential clients.
* Identify sales prospects and contact these and other accounts as assigned.
* Prepare presentations, proposals and quotations to potential clients.
* Identify and resolve client concerns.
* Prepare a variety of status reports, including activity, closing, follow-up, and adherence to goal.

### PERSONAL BACKGROUND

Date of Birth : November 7, 1984 Gender : Male

Age : 30 Height : 5’6”

Civil Status : Single Weight : 125 lbs.

### EDUCATIONAL BACKGROUND

Bachelor of Science in Business Administration

Siena College -Quezon City, Philippines.

Graduated March 2009

### PROFESSIONAL TRAINING

**BASIC SALES TRAINING PROGRAM:** *Union Motors Corp. - Caloocan City, Philippines.*

Has completed 40 hours of sales training program at Union Motors Corp. which includes sales process training on prospecting on clients, qualifying of clients, presenting the products, handling objections, closing the sale and follow-up service.

**ON THE JOB TRAINING:** *Abensons, Inc.****-****Mandaluyong City, Philippines*

Has completed 300 hours of on the job training at Abensons, Inc. and was able to help the business in organizing files, billings, and even extended my help in other departments when they needed additional manpower.