***SUMMARY: SALES, RESTAURANTS AND HOSPITALITY***

* Results-oriented Sales Executive offering 2 years’ of experience in upscale retail environments and 2 years’ experience in restaurants and hospitality. Focused and diligent, with creative eye for detail and ability to develop innovative, engaging displays. Ability to multi-task and works well independently and consistently exceeds expectations.

***PROFESSIONAL VALUED OFFERED***

|  |  |  |  |
| --- | --- | --- | --- |
|  | Room displays |  | Store productivity |
|  Master of sales technique | |  | Report generation |
|  | Promotional marketing |  | Creative problem solver |
|  Strong customer relationship builder | |  | Exceptional communicator |
|  | Extensive hospitality background |  | Food safety understanding |

* Proficient salesperson

***PROFESSIONAL AWARDS & ACHIEVEMENTS***

**Restaurants and Hospitality**

 “Employee of the Month” awardee in Jimmy’s Killer Prawns for consistent targeting

cleanliness and having sense of ownership on duty

**Sales and Marketing**

* + Surpassed all sales targets
  + Awarded as “Most Promising Team Member” for achieving great sales in store branches in

Cignal Digital TV, Philippines

* + Awarded as “Team Member of the Year” for exceptional skill in customer satisfaction in

Evegonz General Merchandise, Robinsons Starmills, Philippines

* + Awarded as "Most Productive Member" for surpassing target sales in Mister Donut Philippines
* **SEMINARS AND TRAININGS ATTENDED**



* **Abu Dhabi Food Control Authority, Food Safety Examination (**Passer**)**
* Syscoms College, Abu Dhabi UAE, March 2014



* **Essential Food Safety Training**
* GHP Quality Consultant, Abu Dhabi UAE, March 2014

***WORKING EXPERIENCE:***

June 2013- Up to present ***Jimmy’s Killer Prawns***

**Sushi Chef**

Mushriff Mall, Abu Dhabi United Arab Emirates

 Responsible for the production and have knowledge and competency of Maki Sushi, Nigiri Sushi and Sashimi.

 To follow standard recipes as directed by the Head Chef in order to ensure consistency of all food

 To make sure that the restaurant’s guidelines, standards and

procedures are followed

 To maintain good communication between restaurant and kitchen

 Controls costs by:

Maintaining adequate inventory of food

Utilizing food surpluses Portion control

Wastage monitoring

January 2012- June 2013 ***Cignal Digital TV***

**Marketing Assistant/Document Controller**

Philippines

* Working as part of the sales team to develop both new and existing markets.
* Liaising with customers & the dealer network to answer and resolve their queries.
* Identifying and then researching potential leads and opportunities.
* Constantly developing existing sales processes which will generate sustainable growth.
* Responsible for developing own portfolio of customers
* Collecting all the information required to create a request for an estimate
* Writing accurate & informative sales reports and documentation
* Contacting prospective clients by phone and email
* Identifying the customer's needs
* Dealing with a diverse range of clients in the private and the public sector
* Evaluating competitor activity and developing appropriate responses

July 2009-December 2011 ***Evegonz General Merchandise***

**Sales Representative/Auditor**

Philippines

* Ensuring delivery of highest level of customer service, in a clean and safe environment, following all food safety, sanitation and hygiene requirements and practices.
* Welcoming every customer with a smile and being genuinely friendly at all times. Attending to customers’ needs as a primary focus.

***EDUCATIONAL ATTAINMENT***

**Bachelor of Science in Information Technology,** 2008-2010Guagua National College, Philippines

***TECHNICAL SKILLS***

* Proficient in MS Word and MS Excel
* Proficient in using retail software
* Proficient in Visual Basic 6.0

***PERSONAL INFORMATION***

**Birthdate:** September 10, 1991

**Gender:** Male

**Status:** Single

**Height:** 175cm

**Weight:** 72kg

**First Name of Application CV No:** **1671786**

Whatsapp Mobile: +971504753686



*Cv of John Nicholle Paras* *Mobile no: +971565411489*