**Jayson Maiwat**

**SALES REPRESENTATIVE WITH 11 YEARS OF BPO INDUSTRY EXPERIENCE**

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A highly motivated, dedicated and disciplined Sales Representative seeking to contribute to and grow with a dynamic, progressive, and innovative organization. Recognized as a team player and a performer, consistently completing assignments on time. A troubleshooter, able to effectively and efficiently resolve issues and meet and achieve challenging goals and objectives. Results-oriented individual with an exemplary track record of success in sales and customer service.

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* Exceptional team player with excellent communication skills
* Proficient in relevant computer applications
* Solid technical background
* Hardworking and have a can-do attitude
* Ability to build relationships quickly and effectively
* Good analytical and problem-solving skills
* Resilient, independent and self-reliant



* Multi-tasking
* Able to respond to rapid change
* Perform duties with accuracy and with a strong degree of urgency
* Prioritize and perform work with minimal supervision

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**Bachelor of Science in Electronics and Communications Engineering (BSECE)***Adamson University* - *Philippines*  1999-2004

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**Jul 2010 - Jun 2016** *Sales Representative*

* primary point of contact for assigned customers and is responsible for all account management, selling activities, sales goal achievement, as well as handling customers’ transactions.
* responsible for basic, moderate, and complex functions of Order Management with speed and accuracy in a fast-paced environment.
* analyzing costs and sales
* searching for new clients who might benefit from company products or services and maximizing client potential in designated regions
* developing long-term relationships with resellers, through managing and interpreting their requirements

**May 2005 - Jul 2010 SPI GLOBAL (formerly e-PLDT Ventus)** *Customer Contact Representative*

* answer calls and respond to emails
* responsible for basic, moderate, and complex functions of Order Management with speed and accuracy in a fast-paced environment.
* follow up customer calls when necessary



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**Job Seeker First Name / CV No: 1800984**

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